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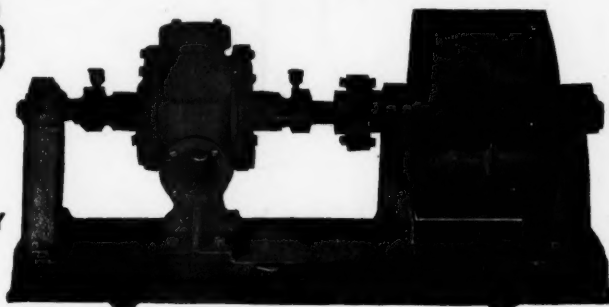
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THE NATIONAL PROVISIONER

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New York and Chicago, October 5, 1918

No. 14

ALL SET FOR PACKERS' CONVENTION

Splendid List of Speakers for the Chicago Meeting

The programme for the thirteenth annual convention of the American Meat Packers' Association was made public this week by Secretary Robert G. Gould, and it shows what a treat is in store for those who go to Chicago on Monday, Tuesday and Wednesday, October 14, 15 and 16.

The list of speakers who will address the convention sessions is one of the best and most interesting in the history of packers' conventions. The Government will be represented by leading officials, the trade will have its foremost experts there to talk, and even our Allies abroad will be represented. The names of the speakers given herewith, and their topics, indicate what is ahead for those who attend the convention sessions.

The speakers at the annual dinner are not all announced by name. They include some of the most prominent men in the country, and the committee is reserving their names as a surprise. The dinner will be the usual big feature of the convention, but will be informal in dress and patriotic in spirit throughout. The convention smoker will also have a big war feature in the first presentation of Newman's war pictures, taken by arrangement with the French Government, and which Professor Newman will personally explain as they are shown on the screen.

On the final day the special trip to the Great Lakes Naval Training Station, where more than 40,000 of our sailor volunteers are training, will be a big feature. The weekly review of this mass of men, with John Philip Sousa's Great Lakes band of 800 pieces furnishing the music, is a sight to be seen nowhere else in the country. After the review the visitors will mess with the Jackies, partaking of the regulation Navy fare for the day.

Promise of a Big Attendance.

The canvass made by Secretary Gould among members of the Association indicates a very large attendance at the convention. From all parts of the country come responses which show the realization of the importance of this gathering by everybody in the trade. Not only is it important from the business standpoint, but also from the point of view of the fellowship which is just now more than ever vital to the life of the industry. This

fellowship spirit the Chicago committee have prepared to foster in a thorough-going way. And the convention will be distinctly a "War Meeting," which may take on the character of a "Victory Jubilee" if the news from the other side continues its present trend.

Committees in the various localities are arranging parties to attend the meeting, and

of the banquet at the Congress Hotel, which he says will be equal to any dinner yet given under Association auspices.

In a letter to members' Secretary Gould says: "Owing to the complicated situation in our industry, due to war conditions, I want to urge upon you the importance of attending the annual convention at Chicago, October 14, 15 and 16. Many matters of paramount importance to you in your business will be discussed, and it will certainly be false economy for any packing company not to have at least one member present."

Speakers at the Convention.

He announces the speakers for the two convention sessions, which are to be held in the afternoon only, as follows:

MONDAY, OCTOBER 14.

Charles C. Pearson, of the British Food Ministry in the U. S. A., on "Feeding the British Army."

Charles J. Brand, Chief of the Bureau of Markets, United States Department of Agriculture, on "The Meat Supply as a National Problem."

C. S. Churchill, General Superintendent of Plants, Swift & Company, on "Packinghouse Operations Under War Conditions."

TUESDAY, OCTOBER 15.

Dr. John R. Mobler, Chief of the Bureau of Animal Industry, United States Department of Agriculture, on "The Bureau of Animal Industry and the War."

Arthur B. Hayes, counsel for the American Meat Packers' Association, on "The A. M. P. A. at Washington."

L. M. Tolman, Chief Chemist, Wilson & Company, on "Work of the Laboratory in the Meat Industries."

HOG RECEIPTS AND PRICES.

Receipts of hogs at eleven markets for the month of September totaled 1,566,000, compared to 1,718,000 in August, and 2,272,000 in July. In September, 1917, hog receipts totalled 1,035,000. September receipts were the lightest for any month of the year. Receipts for the nine months ending with September at eleven markets were 22,176,000 compared to 19,107,000 for a like period of 1917, and 21,957,000 two years ago. The average price paid for hogs at Chicago in September, according to the Drovers' Journal was \$19.65, a record, which compares with \$19 last year, \$17.75 two years ago, and \$16.70 three years ago.

The Programme

Monday, October 14.

MORNING—Reception of members and visitors at Convention Headquarters, Hotel La Salle. Visits to Board of Trade, Stock Yards and Trade Exhibits at Hotel La Salle.

AFTERNOON—Opening Session of Convention at Hotel La Salle. Prominent speakers on practical subjects.

EVENING—Convention Smoker at Hotel La Salle. Newman's War Pictures shown for the first time. War Songs and Vaudeville.

Tuesday, October 15.

MORNING—Visits to Board of Trade, Stock Yards and Trade Exhibits.

AFTERNOON—Convention Session at Hotel La Salle. Addresses and papers by prominent men. Action on important trade matters. Election of officers. Adjournment.

EVENING—Annual Dinner (informal) at Congress Hotel. Prominent public men as speakers. War Songs and War Souvenir.

Wednesday, October 16.

Special Trip to the Great Lakes Naval Training Station. Reserved Seat Section for the Review. Sousa's Great Lakes Band. Mess with the Jackies.

at Chicago the hotel arrangements are in the hands of Charles E. Herrick, of the Brennan Packing Company, who will be glad to make reservations for anyone writing him. The Reception Committee, under Chairman John W. Hall, is preparing a warm welcome for each arrival, one which will last through the entire meeting. Chairman Beecher Starbird of the Entertainment Committee has his plans for the smoker and the Great Lakes trip about completed, and Chairman John Agar of the Dinner Committee is finishing up the details

Good News! Let's make it the "Victory" Loan!
The Boys "Over There" are doing their part. How about YOU?

PRODUCTION AND COMPOSITION OF OLEO OIL

Growing Importance of This Factor in the Food Field

By G. L. Noble, Superintendents' Department, Armour & Company.

Oleo oil production in the United States amounts to 145,000,000 pounds annually. Practically without exception this oil is used for the manufacture of oleomargarine, and constitutes one of its principal ingredients; in fact, it is the basic oil used in all animal oleomargarine formulas. Due to the increased popularity of oleomargarine in this country since the beginning of war prices, a study of this basic oil is pertinent at this time.

The highest grade oleo oil is produced from the finest fats of the carcass; namely, caul fat, ruffle, heart and abdominal fat. These fats are rich in oil, and after being chilled, sliced, rendered to separate the fibre, and then crystallized so that the stearine may be separated upon pressing, yield approximately 45 per cent. of commercial oleo oil.

Characteristics of Oleo Oil.

The physical characteristics of this oil are that it has a sweetish yet bland taste, is slightly yellowish in color in both the melted and solid condition, and is a somewhat granular solid at ordinary room temperatures. This granular condition is often demanded by oleomargarine makers, as it is supposed to indicate high quality. But a smooth oil is just as satisfactory, other things being equal.

Chemically the flowing point of oleo oil ranges from 75 degs. to 80 degs. Fahr.; the iodine value is 49 and the titre is 42.5.

Some recent work which has been done analyzing the fats which go to make up oleo oil show it to be very similar to butter fat. We give herewith a comparison of oleo oil and butter fat, the analysis of the former being made in the Armour chemical laboratories, and the latter being quoted from Richmond:

	Oleo Oil.	Butter Fat.
	P. c.	P. c.
Olein	54.5	35.0
Palmitin	28.6	25.7
Stearin	16.9	1.8
	100.0	62.5
Myrsitin		20.2
Laurin		7.4
Caprin		1.9
Caprylin .....		.55
Caproin		3.60
Butyryn		3.85
		100.00

Contains the Same Oils as Butter Fat.

Adding the percentage of the three fats in butter fat, which make up oleo oil, we find that 62½ per cent. of butter fat contains identically the same oils that are found in oleo oil, except that they do not occur in quite the same proportion.

Previous to the war large quantities of oleo oil were exported to Europe, but after the war started this export market was cut off. Still, all the oleo oil manufactured in this country was used, and the price went even much higher than normally. In addition to this, the population of the United States is growing much faster in proportion

than the cattle supply of the country. It seems, therefore, very conclusive, in view of all these facts, that oleo oil will always be in demand, and the market for it will be even better in the future than it has been in the past.

Small Packer Will Make Oleo Oil.

The general public is beginning to realize the food value and cleanliness of all the various products entering into margarine, oleo oil being the principal one. It therefore behooves the manufacturer to study this product in detail, so that even a better oil and consequently a better margarine will eventually result.

With the prices high as they have been, it is probable that small packers will attempt to manufacture oleo oil, rather than to throw all of this good product into edible tallow and use it in compound, as is a common practice at the present time. Therefore, they should learn all they can about oleo oil and its manufacture.

ANSWERING DRAFT QUESTIONNAIRES.

Believing that confusion exists in the minds of many men subject to the draft, and their employers, regarding what is expected of them in the matter of claiming exemption or deferred classification for themselves or for their employees, the Chamber of Commerce of the United States has issued a circular, based on information obtainable in Washington from various Government authorities, in the hope that it may be of assistance in arriving at correct conclusions. The circular says:

On the first page of the questionnaire, and again under the heading, "Series XI. Industrial Occupation," the registrant is called upon to state whether he claims exemption or deferred classification. Doubt exists in the minds of many whether a man entitled to exemption or deferred classification should answer this question in the affirmative.

1. He should answer it in the affirmative if

WHY YOU LEND.

A Liberty Loan Advertisement by Woodrow Wilson.

Again the Government comes to the people of the country with the request that they lend their money, and lend it upon a more liberal scale than ever before, in order that the great war for the rights of America and the liberation of the world may be prosecuted with ever-increasing vigor to a victorious conclusion. And it makes the appeal with the greatest confidence, because it knows that every day it is becoming clearer and clearer to thinking men throughout the nation that the winning of the war is an essential investment.

The money that is held back now will be of little use or value if the war is not won, and the selfish masters of Germany are permitted to dictate what America may and may not do. Men in America, besides, have from the first until now dedicated both their lives and their fortunes to the vindication and maintenance of the great principles and objects for which our Government was set up. They will not fail now to show the world for what their wealth was intended.

he desires or expects to secure exemption or deferred classification.

2. The questionnaire method of arriving at classification is not adopted in the interest of the individual. Exemption or deferred classification on ground of dependency is in order, to maintain the social fabric and to prevent persons from becoming dependent upon the Government for support. Exemption or deferred classification on ground of industrial occupation is for the purpose of maintaining "an industrial enterprise necessary (a) to the maintenance of the military establishment, or (b) to the effective operation of the military forces, or (c) to the maintenance of national interest during the emergency." "Industrial enterprise" as used in the questionnaire includes under the new law "occupations and employment."

It is plainly the duty of the registrant, and of his employer as well, to aid and not to confuse the board in arriving at correct classification.

3. The registrant who, after due deliberation and securing all available advice, presents in his questionnaire what he honestly believes to be recognized grounds for exemption or deferred classification, either because of dependency or industrial occupation, should make the claim for exemption or deferred classification, and no useful or patriotic purpose is served by his failing to do so.

The employer who, after due deliberation, believes that his industry or business falls within the classifications above noted and further believes that a particular registrant is essential to the maintenance of that industry, should not fail to make claim for exemption or deferred classification on behalf of such registrant, whether or not said registrant has made the claim on his own behalf and no useful or patriotic purpose will be served by his failure to do so.

MEAT PRICES IN AUSTRALIA.

To meet the shortage in the supply of meat, caused by the falling off in market yardings, the Australian Meat Administration arranged, commencing August 22, to sell for cash to retail butchers from day to day, sufficient frozen beef and frozen mutton to cover the deficiency. It is necessary for retail butchers to advise the Commonwealth Meat Administration at its office of their approximate requirements. The retail butchers must not apply for more than sufficient to bring their total purchases from all sources up to the absolute minimum of their normal daily trade requirements.

The meat will be supplied at the following prices per pound: Beef—Hinds, 11½c.; chops (without brisket, shins, or flanks), 10½c.; buttocks, 10½c.; rumps and loins, 13½c.; sets of forequarter ribs (not more than 7 without briskets), \$12¼c.; chucks and blades, 9½c. Mutton, carcasses, 10c.

FEWER STYLES OF SALT PACKAGES.

Salt producers, at a conference with officials of the Food Administration, lined up solidly in the campaign for conservation of war necessities. Their product, which has been packed in almost countless sizes and styles of package, will be put up in only a few standardized sacks, and when packed in wood the barrels where possible will be hooped with wood instead of steel. The first measure will save large quantities of cotton; the other will conserve steel. Salt hereafter, when packed in cotton, may be had in only five, ten, twenty-five pound or larger sacks. Proportionately, a one-pound sack will contain 50 per cent. more cotton than a five-pound sack, and in addition makes a needless drain upon labor.

ASK MINIMUM HOG PRICE FOR WAR PERIOD

Hoover Agrees with Livestock Men on Plan to Follow

Guarantee to farmers of a minimum price of \$15.50 a hundred pounds for hogs during the war is recommended by the National Agricultural Advisory Committee in a report submitted to the Food Administration. Though the Food Administration possesses no power to fix definite prices for hogs or for corn, the report points out that prices may be regulated to a great extent through controlled orders for the Army, Navy, Allies and export trade.

Mr. Hoover has approved this plan to fix the 15.50c. price for the period of the war. He has written the following letter to H. C. Stuart, chairman of the Agricultural Advisory Board, in response to the recommendations of the Board with regard to the maintenance of hog prices:

Hoover Approves Plan for Duration of War. Dear Governor Stuart:

I am extremely obliged for the helpful and intelligent recommendations of the committee. I wish to say for the Food Administration that so far as we are able we will continue the assurance of a minimum \$15.50 per 100 for average of packers' droves at Chicago for hogs farrowed this fall. We can reconsider the outlook in a few months as to the extension of this again to spring farrowing. I have myself little doubt that we will be able to continue.

I do want it made clear in all these matters of price influence by the Government that this is not a guarantee. It is a policy, and this policy will only be defeated by some unlooked for interruption in distribution transportation or consumption, a risk of war we must all take.

The criticism has been made that in changing the formula from "cost of corn to be fed to the hogs" to the "farm value," or farmers' "selling value at country stations," has the effect of an advance to the farmer, as it realizes to him the profit on corn production as well as the profit between the normal amount of corn fed to hogs and the higher ratio here adopted, and that the calculation of hogs at Chicago only partly compensates this. I am not, however, disposed to quarrel with just profits to the farmer, and, in any event, the application of such formulas must be rough and ready, and designed to attain their real end, justice and the stimulation of production.

The Food Administration has systematic independent information on the actual prices paid for corn at country stations through its Cereal Division, and we must necessarily use this information in conjunction with information collected by the Department of Agriculture.

We have carried out an inquiry as to which really are the eight leading hog and corn producing states for a basis of these calculations. We examined the question from various standpoints—production of both items upon a square mile basis; upon per capita basis of population; upon simple state production and for different years. Under these tests Iowa, Illinois, Indiana, Ohio, Nebraska and Missouri—six states—fall into every basis of calculation. Of the others it is difficult to decide. From different aspects Minnesota, South Dakota, Texas, Tennessee, all enter for the other two.

In fact, the committee was referring to the "corn belt," of which Texas lies outside and only has place here by sheer size. From various aspects it appears to me that everyone would agree that South Dakota and Minnesota more nearly conform to the Committee's definition than any other, especially if we "weight" the relative factors. I have, therefore, adopted these states.

Orders Given to Packers as to Prices.

In accordance with the committee's recommendation, we will issue instructions to the

packing firms, about fifty in number, who participate in controlled orders, effecting so far as these orders will go the stabilization of price on these lines.

You will recognize that this should be effective as long as the controlled orders dominate the market. If they fall short of this, it will be necessary to rely upon the packers carrying in stock any surplus pending absorption by the controlled orders or general consumption.

This was accomplished last winter under difficulties, and a break below the minimum was prevented. Faithfully yours,

HERBERT HOOVER.

Report of the Agricultural Advisory Board.

The Agricultural Advisory Board's recommendations were embodied in a report of a special subcommittee. This committee's report was as follows:

The committee has been asked by the Agricultural Advisory Board to meet in conference with the Food Administration in consideration of the commercial methods to be pursued by the Administration in the interpretation of the policy outlined on November 3, 1917, with regard to the price of hogs, which was as follows:

"The prices so far as we can effect them will not go below a minimum of about \$15.50 per hundredweight for the average of packers' droves on the Chicago market until further notice. . . . As to the hogs farrowed next spring (1918), we will try to stabilize the price so that the farmer can count on getting for each 100 pounds of hog ready for market, thirteen times the average cost per bushel of corn fed into the hogs. Let there be no misunderstanding of this statement. It is not a guarantee backed by money. It is not a promise by the packers. It is a statement of the intention and policy of the Food Administration which means to do justice to the farmer."

The recommendations of the committee were:

(1) It is recognized that the Food Administration has no power to fix the price of hogs or corn, and can only influence the hog price so far as the volume of controlled orders for the Army, Navy, Allies and Export Trade will absorb the surplus production. If prices should go so high as to curtail consumption at home and abroad, then in this event the stabilization of prices during the next winter would be likely to fail, with disaster to the producer. On the other hand, it must be recognized that the costs of production are necessarily greatly increased, and that to maintain production fair returns must be assured to the farmer. It is, therefore, in the fundamental interest of the producer and consumer that both extreme high and low prices should be guarded against.

(2) In order to effectually carry out the above policy of the Food Administration, it is recommended that in dealing with the packer in respect to the co-ordinated purchase of pork products that directions should, if necessary, include a definite price basis in

HOG PRICE FOR OCTOBER ONLY.

Late advices from Washington state that the packers and the Food Administration have agreed to maintain the minimum price of hogs for October at approximately \$18.50 a hundred. This is in line with the recommendation recently made by a committee of producers. No prices for November were fixed, although the packers agreed to support the Food Administration's policy of maintaining the minimum at \$15.50. The packers suggested that another conference be held before fixing November prices.

advance from month to month for the packers' purchase of hogs, upon which such orders will be based.

(3) It is recommended by the committee that the "average cost per bushel of corn" for the purpose of determining the price of hogs be considered as the average "farm value of corn," or the average selling price of corn at local railroad stations as determined by the Department of Agriculture, and that the general corn figures be arrived at by taking these averages and weighting them according to production over the eight leading hog and corn producing states for a period of five months preceding the month the hogs are marketed, or prior to the month for which directions are given to the packers. The price of hogs should be calculated on the average of packers' droves at Chicago.

(4) To illustrate: Based upon the prices of corn figured on the above basis during the last five months, and a general survey of market and consumption conditions, it was agreed that a fair price interpretation of the ratio for the month of October would be an average price, for the average of packers' droves, of about \$18.50 per 100 pounds at Chicago. It cannot be expected that the day-to-day market prices, with the fluctuating flow of demand and supply can be maintained at any fixed and definite figures, but that it should be the aim to maintain about an average during the month.

(5) The indication of war demands are that the supply of pork products for the future should be kept up to the present level of production. The producers have responded magnificently and are placing at the hands of the Government the hogs with which to carry over the allied and domestic necessities for the next twelve months. It is obvious that after peace the world demand for pork products will be greatly increased over the present large war demands. The Food Administration should endeavor during the war to maintain prices for hogs that will be profitable to the producer and fair to the consumer, and to give this assurance to the producer, the committee recommends that the Food Administration should at once announce its intention to maintain the minimum price of not less than \$15.50 continuously during the war.

NAVY HOLDS TO BEEF STANDARD.

The Navy will not lower its weight specifications on beef, nor allow heavier than 575-lb. carcasses to be distributed to civilians' uses. Only in extreme emergency and in the absence of sufficient specification beef will underweight carcasses be accepted. These were the instructions wired by Admiral McGowan, Paymaster General of the Navy, to the Navy inspector at Chicago. The wire states that "the Navy's consent to accept underweight beef was only a temporary expedient as a last resort in case of actual emergency and for the time being only." The War Department also made announcement concerning beef supplies, stating that the Quartermaster's Corps intends to make radical changes in handling beef at the camps. The War Department also announced each camp will have a central butchering organization, composed of trained butchers.

LARGE PROVISION ORDERS.

The largest single order for bacon and canned meats in the history of the industry has just been placed with Swift & Company by the Quartermaster's Department of the Army. The canning and shipping of 99,560,000 pounds of bacon and 134,000,000 pounds of other meats for the American Army overseas is the task in which the Swift employees are now engaged. It is said by one of the officers of the company that about 1,900,000 hogs must be slaughtered to fill the order.

PRACTICAL POINTS FOR THE TRADE

ILLUSTRATED ANSWERS.

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

MAKING COMMERCIAL GELATINE.

We have received the following inquiry from a Canadian subscriber:

Editor The National Provisioner:

I would like to know how to dry edible gelatine or get the moisture from it. I have tried to evaporate it, but it gets thick like butter and will not harden. I use pigs' feet, ham rinds, ham bones and other waste skins. I boil the same ten hours.

The manufacture of commercial gelatine is a more thorough process than is that of making jelly for packinghouse uses. The gelatine water must be degreased to the fullest extent by boiling and skimming, and all the moisture evaporated from the gelatine before and during the process of drying. Gelatine, while hot, is a liquid; cooled off it becomes semi-solid; when cold it is solid enough to cut, and when dried is brittle, with excellent keeping properties. It must be properly stored, of course; that is, kept in a cool, dry place, with pure air circulation.

Gelatine—primarily jelly—is made from the water in which good, clean, strictly fresh material has been cooked, such as horn-piths, small bones from cattle, hog, calf and sheep feet, etc.; also waters in which heads, feet, skins, etc., have been cooked contain considerable recoverable gelatine and glue.

In the first place, all material must be washed free of all blood and dirt, the dirty water run off and the stock cooked enough to extract the superfluous fat or grease. Then the stock should be recooked under pressure, say, 40 lbs. for 3 hours. The water which contains the gelatine is then drawn to a receiving tank, kept boiling hot, and all the grease arising skimmed off.

It should be stated that this water is drawn

through a filter to the receiving pan to be degreased. Then the water may be further clarified by mixing albumen with the jelly when partially cooled, and then raised to boiling point and allowed to settle awhile, and again filtered. It may be necessary to further evaporate this last result to arrive at the desired solidifying point prior to cutting for drying. The then prepared gelatine is poured into moulds, allowed to solidify, then cut into the desired shape and spread upon racks to dry in the same manner as glue.

The first operation is to free the bones of all fleshy parts, and the second to extract all the grease from the bones. The thorough degreasing of the gelatine water is imperative, and thorough filtering is necessary. Strictly speaking, commercial gelatine is extracted from degreased bones, and not from fleshy matter.

COOKING HAMS AND PORK PRODUCTS.

The Federal meat inspection service warns the trade and inspectors that regulations regarding the cooking of hams, sausage and other pork products to be sold as cooked products must be done strictly according to regulations, particular attention being paid to temperatures. The notice says:

In the cooking of hams, sausages and other products containing the muscle tissue of pork prepared in official establishments for sale as cooked products, it is highly important that the requirements concerning the temperature to which the products are heated shall be strictly complied with, and only those methods of cooking shall be permitted in official establishments as are known to secure a temperature of at least 137° F. in all portions of the product. This requirement should not be confused with the requirements relative to products passed for sterilization, for which a higher temperature is specified.

On account of differences in methods of cooking and in weights of products, it is impracticable to specify the cooking necessary to insure that all parts of the meats are heated to the required temperature. In-

spectors will carefully control the cooking processes used in official establishments with such tests as may be necessary, and take suitable precautions to prevent failures on the part of establishments to keep the operation of processes of cooking products containing pork up to an approved standard.

MEAT RESTRICTIONS IN ALGERIA.

In conformity with the French decree which removed the restrictions on the sale and consumption of meat in France, the governor general of Algeria, by a decree dated July 30, 1918, removed the similar restrictions in Algeria prohibiting the sale of meat on Wednesdays, Thursdays and Fridays of each week, with the exception of those on beef and veal, the sale of which is still forbidden on the three days mentioned.

By a previous decree of the governor general, dated June 22, 1918, the sale of mutton had been authorized on the meatless days. This action was taken because of the surplus of sheep ready for shipment to France, which could not be exported for lack of tonnage. Up to July 25, 1918, Algeria had exported only about one-half the number of sheep which had been shipped to France last year during the same period, and there was an excess of sheep on the market which sold at a price notably inferior to that of beef cattle.

On the other hand, there have been re-established the restrictions on the sale and consumption of certain food products (hard cheese, soft cheese, curdled or sour milk, and condensed milk), which had been put in force by decrees of March 15 and April 16, 1918, and which had been temporarily suspended during the continuance of the meatless days.

We have spent over \$120,000,000 just for staple supplies for our army, such as flour, bacon, rice, etc. Every subscriber to the Liberty Loan helps feed our soldiers.

WASTE PRODUCTS

A LESSON IN THRIFT AT THE CHEMICAL EXPOSITION

One thing that impressed those who attended the Fourth National Exposition of Chemical industries, was America's new industry of Reclaiming Waste Products and altho one of our infant industries, nevertheless it has already grown to enormous importance and already yields handsomely in profits.

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THE NATIONAL PROVISIONER

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THE CONVENTION

It is evident that meat packers and those affiliated with the industry are aware of the importance of the thirteenth annual meeting of the American Meat Packers' Association, which takes place at Chicago on Monday, Tuesday and Wednesday, October 14, 15 and 16. A canvass of the membership of the association made by Secretary Gould shows that the attendance will be very large, and there are many not members who have expressed a desire to join the crowd which will head for Chicago at the end of next week.

The reasons are obvious. People go to conventions usually for a double purpose, to transact business or to absorb valuable business information, and to cultivate acquaintance and stimulate fellowship. The latter is as important as the former, and both are impelling motives at such a time as this. It is a time to consider business matters with the greatest care and forethought, especially in the meat industry. And it is a time to cultivate the spirit of fellowship and comradeship more seriously than ever before, in

order that no ounce of effort may be omitted in the winning of the war.

The programme of the convention, as announced by the committees, shows what is ahead. High government officials are to speak to the packers on subjects vital to them and to the country at large. The war is to be discussed from every aspect in which the meat industry can be expected to aid in its victorious conclusion. Practical packing-house matters are to be discussed by the brightest minds in the industry. And the social feature is not to be neglected. Indeed, it is to be emphasized, with a patriotic note that should send home those participating in it with a new resolve to buckle down to the business of winning the war with fresh enthusiasm and determination.

Such few as may have been doubtful of the advisability of attending the Chicago convention should look at the program, as it appears on another page of this issue of The National Provisioner, and then make up their minds at once that it is something they cannot afford to miss.

SAVED OUT OF THE PROFITS

Figures compiled by the Food Administration show that the farmer, going to market this summer to sell his produce, got \$1.27 for every dollar that he received last summer; and the housewife, going to market to buy her supplies, paid 87 cents for every dollar that she paid last summer. The Food Administration says the difference has been saved out of the profits of the middleman.

For instance, the price of flour in the spring of 1917 was \$16.75 a barrel wholesale in Minneapolis. This spring it was \$9.80 a barrel. The difference between the selling price of a farmer's wheat and the selling price of the flour that was made from that wheat was \$5.68 in May, 1917. In May, 1918, it was only 64 cents.

These reductions have been made despite the fact that we have taken out of four markets enough food to save our allies in Europe from famine. We have shipped 120,000,000 bushels of wheat instead of the 20,000,000 bushels that we thought would be our limit. We have exported 87,000,000 pounds of beef a month instead of only 2,000,000 pounds. And instead of only 50,000,000 pounds of pork a month, we have shipped as much as 308,000,000 pounds.

In a campaign to prevent profiteering and food wastage, the Food Administration in ten months imposed some 815 penalties on wholesale and retail dealers, commission men, millers, canners, bakers, brokers, grocers, restaurant men, etc. About 150 companies and individuals have been ordered to abstain from business in licensed commodities either permanently or for stated periods. The others have been regulated by fines or minor

penalties. In many more cases, the desired result has been obtained by means of warnings.

In this connection it is interesting to note that meat packers have not been included in this category of penalties. While certain political interests have attempted to revamp old material as a basis for charges of profiteering against the meat trade, the facts have stared them out of countenance. The public is beginning to realize the narrow margin on which the meat packer does business, not to mention the fact that his profits are now actually limited by the Government, so that he could not profiteer even if market conditions made it possible.

THIS IS THE FIGHTING LOAN

As the campaign for the Fourth Liberty Loan begins the American Army in France moves on toward Berlin. Under our own leaders the great American Army has won a notable victory.

The Fourth Loan must be a great success. The Fourth Liberty Loan is a fighting loan.

When our soldiers on the battlefield are braving death, each one offering to make the supreme sacrifice for his country and the great cause, we who remain safely at home surely should give them every support, should make every sacrifice to strengthen them. If we can not fight ourselves we can make our dollars fight.

It is a great cause for which America is engaged in this war; it is a great struggle in which the very hope of the world is bound up that is being waged in Europe and on the high seas. It is an honor to have a part in it and all Americans, all of their lives, will be proud of the part they had in it or ashamed of their failure to do their part.

The Fourth Loan is a fighting loan. Every subscriber to the Loan strikes a blow for Liberty, for Victory.

USE OF BUTTER AND OLEO

The United States Bureau of Markets reports that butter production in July was 76,039,547 lbs., compared to 75,835,188 lbs. in July a year ago. It estimates oleomargarine production in July at 20,587,316 lbs., compared to 17,199,524 lbs. in July of last year. Oleomargarine production for the month is thus shown to have increased nearly 20 per cent, compared to a butter increase of a fraction of 1 per cent. This took place in spite of the fact that oleomargarine pays a production tax of from ¼ of a cent to 10 cents per pound, and millions in dealers' taxes besides, while butter and the butter trade is tax free. With tax-free butter at 60 cents retail and taxed oleomargarine at 35 to 40 cents, the changing attitude of the consumer is explained.

TRADE GLEANINGS

The capital stock of the Magic Keller Soap Co., Louisville, Ky., has been increased from \$300,000 to \$500,000.

Fire recently destroyed the Independent Packing Co.'s plant at Tulsa, Okla., with an estimated loss of \$55,000.

The Perrez Provision Co., Rochester, N. Y., has been incorporated with a capital stock of \$30,000 by J. A., A. J. & A. Perrez, Rochester, N. Y.

Fire, which originated from unknown causes, damaged building of the North Augusta Warehouse & Fertilizer Co., at North Augusta, Ga.

The Co-operative Hog Raising & Development Co. Richton, Miss., has been incorporated with a capital stock of \$100,000 by R. D. Walker, Joseph F. Peck and Henry F. Ricker.

The Lehaud Soap Products Co., New York, N. Y., has been incorporated with a capital stock of \$6,000 by J. S. Lehaud, M. E. Howatt and C. A. Ferris, of 420 Riverside Drive, New York, N. Y.

The Consumers' Packing Co., organized with a capital stock of \$5,000,000, with Eli Pfaelzer as president and Edward J. Adler, secretary and treasurer, will construct a packing plant on Forty-sixth street, Chicago, Ill., at a cost of \$1,250,000.

Two cooling plants containing about 2,000 dressed beeves and the shipping shed and machine shop of the Crescent City Stock

Yards at New Orleans, La., were destroyed by fire with a loss estimated at about \$200,000.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from the port of New York during the month of August, 1918, are just now reported by the U. S. Customs Service as follows:

PICKLED BEEF.—

Barbados, 30,000 lbs.; Belgium, 596,000 lbs.; British Guiana, 75,000 lbs.; British West Africa, 1,400 lbs.; British West Indies, 7,600 lbs.; Colombia, 600 lbs.; Cuba, 18,200 lbs.; Danish West Indies, 100 lbs.; Dutch Guiana, 14,500 lbs.; England, 90,050 lbs.; French Guiana, 13,000 lbs.; French West Indies, 7,548 lbs.; Haiti, 5,048 lbs.; Jamaica, 10,450 lbs.; Newfoundland, 95,000 lbs.; San Domingo, 5,150 lbs.; Scotland, 55,480 lbs. Total, 1,025,126 lbs.

FRESH BEEF.—

Barbados, 3,000 lbs.; Bermuda, 81,104 lbs.; Cuba, 4,424 lbs.; England, 29,327,730 lbs.; France, 14,409,807 lbs.; Italy, 60,450 lbs.; Panama, 20,000 lbs.; Scotland, 243,829 lbs. Total, 44,150,374 lbs.

OLEO OIL.—

British West Indies, 500 lbs.; Cuba, 9,500 lbs.; England, 4,880,243 lbs.; Panama, 501 lbs. Total, 4,890,744 lbs.

OLEOMARGARINE.—

Belgian Congo, 630 lbs.; British Honduras, 1,110 lbs.; British West Indies, 5,122 lbs.; Dutch West Indies, 11,685 lbs.; England, 384,595 lbs.; French West Indies, 1,800 lbs.; Haiti, 1,800 lbs.; Iceland, 32,480 lbs.; Jamaica, 27,215 lbs.; New Zealand, 13,440 lbs.; Panama,

7,800 lbs.; San Domingo, 7,410 lbs. Total, 495,087 lbs.

OTHER ANIMAL OILS.—

Cuba, 250 gals.; England, 124,428 gals.; French West Indies, 150 gals.; Mexico, 2,500 gals.; Norway, 3,500 gals.; Panama, 16 gals.; Spain, 300 gals. Total, 131,144 gals.

TALLOW.—

British Guiana, 3,512 lbs.; Dutch East Indies, 3,500 lbs.; Egypt, 22,000 lbs.; French West Indies, 2,600 lbs.; Honduras, 4,500 lbs.; Trinidad, Island of, 744 lbs. Total, 36,856 lbs.

STEARINE FROM ANIMAL FATS.—

Argentina, 242 lbs.; British South Africa, 4,400 lbs.; Colombia, 2,000 lbs.; Cuba, 3,200 lbs.; Ecuador, 6,000 lbs.; Italy, 112,000 lbs.; Guatemala, 11,670 lbs.; China, 113,392 lbs.; Mexico, 3,800 lbs.; Salvador, 49,940 lbs.; San Domingo, 25,750 lbs.; Venezuela, 55,000 lbs. Total 387,394 lbs.

CANNED MEAT AND OTHER MEAT PRODUCTS.—(Value)

Argentina, \$267; Barbados, \$4,685; Bermuda, \$1,973; Bolivia, \$14; Brazil, \$45; British Guiana, \$566; British Honduras, \$17; British South Africa, \$523; British West Africa, \$4,683; British West Indies, \$1,092; Chile, \$877; Colombia, \$137; Cuba, \$3,342; Danish West Indies, \$535; Dutch West Indies, \$1,274; England, \$2,474,240; France, \$1,471,903; French Africa, \$466; French Guiana \$1,485; French West Indies, \$10,534; Guatemala, \$626; Haiti, \$1,822; Iceland, \$60; Italy, \$2,343,968; Jamaica, \$1,089; Mexico, \$1,958; Newfoundland, \$3,675; Norway, \$323; Panama, \$8,367; Peru, \$3,546; Paraguay, \$550; Russia in Europe, \$1,447; San Domingo, \$5,838; Scotland, \$138,552; Sweden, \$342; Trinidad, Island of, \$13,989; Venezuela, \$2,837. Total \$6,507,606.

HAULS CATTLE BY MOTOR TRUCK.

Driving cattle to market is not at all profitable, except for very short distances, because of loss of weight entailed. Here again the motor truck has solved a serious problem. A. Ferguson, of Plainfield, Ill., has been operating his two-ton Federal helping the farmers market their calves and hogs. His average trip is 35 miles a haul of 17½ miles. The stock driven this distance would be considerably worse for the walk. One trip Ferguson makes very regularly is 13 miles from the farm to the stockyard. He gets \$8 a trip for cattle and \$7 for hogs. His cost is 9 cents per mile, a total per trip of \$2.34. Ferguson says his Federal nets him from \$40 to \$60 per week.

MEAT ANIMALS AT CHICAGO.

Receipts of meat animals at Chicago in September, compared to a year ago, are reported as follows by the Drovers' Journal:

	1918.	1917.
Cattle	388,790	318,326
Calves	45,048	40,218
Hogs	397,693	250,839
Sheep	667,660	372,062
Shipments for September, 1918, compared with shipments for September, 1917:		
	1918.	1917.
Cattle	95,994	80,538
Calves	4,146	3,598
Hogs	24,379	29,732
Sheep	246,415	151,014

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Hartford City, Indiana

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredthweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Pork Breaks—Ribs Also Weak—Lard Very Firm—Hogs Show Irregularity and Depression—Movement Liberal.

The feature in the provision market during the week has been the pronounced weakness in meats. Pork has broken, for several days, the full extent of the decline permitted for one day—a dollar a barrel—and ribs have also shown pronounced weakness, declining heavily. The decline has not met any special demand, and there seems to be just as much weakness at the lower level of prices as there was on the way down. This condition is quite surprising, in view of the fact that the demand for product is excellent, the outward movement heavy and the consumption of product is on a large scale. Conditions in this respect are really extraordinary. Some attention has been attracted by the fact that the favorable war developments might mean that there might be a falling off in the demand for the Allies, but such a condition is so far in the future that it can scarcely be a factor in the nearby positions.

While meats have been so pronouncedly weak, lard has been comparatively firm and has held within a very close range to the extreme prices of the season. One reason, perhaps, for the decline in meats has been the pronounced decline in hog prices; the average for the past week was \$19.20 compared with \$20.15 the previous week, which was the highest average on record. This decline in price was possibly due to the developments as to price stabilization. The recommendation of the committee at Washington that \$18.50 be considered a fair price for the month of October may have had a good deal to do with the decline in hogs, and also with the decline in meats, as a price of \$18.50 would mean a considerably lower value for all products. The idea of the value of hogs has been arrived at on the basis of 13 to 1, the basis being the price of hogs in Chicago and the price of corn on the farm; the price of corn is to be taken in the principal hog-raising States, and this figured into the price of hogs at Chicago, on the basis of approximately 13 to 1, the basis running back for five months, which is considered to be about the period of feeding for the hogs being marketed. This is not a guaranteed price, but simply a price around which the large buying for Government purposes and for the Allies may be established, so as to prevent a decline below that basis, or below a basis of 13 to 1, as the price is worked out from month to month.

The heavy decline in corn the past few days will mean that, unless prices recover presently, the tendency of the hog market will be steadily downward until it is on the basis of the prevailing country price of corn as established on the lower level. Corn has declined from the high price of September about 35 to 40 cents per bushel, which is a great deal to reflect in the price of hogs. On the basis at Chicago for October corn of about \$1.30, the price for hogs would be, apparently, stabilized just under \$17. As the price

which has prevailed during the preceding five months will have a direct bearing on the average price to be made, the decline in the November price compared with the October will not necessarily be important.

The movement of hogs remained large the past week, amounting to 292,000 at the leading points of the West compared with 188,000 for the corresponding time last year; the movement of cattle was a record one, amounting to 411,000 for the week at the leading points, compared with 380,000 for the preceding week and 368,000 last year; the movement of sheep was also very heavy, amounting to 564,000 against 497,000 the preceding week and 382,000 last year. Receipts at Omaha of 204,000 were a high record for the movement of sheep at that point.

The monthly report of the stocks of product at Chicago showed a small decrease in the stock of lard, a decrease of over three million pounds in the stock of ribs, and a decrease of 31,000,000 lbs. in the total stock of meats. A year ago the decrease in the stock of lard for the month was about five million pounds, the decrease in the stock of ribs seven million pounds, and the decrease in the stock of all meats 28,000,000 lbs. The comparative figures follow:

CHICAGO PROVISIONS STOCKS IN THOUSANDS		OF UNITS (000 OMITTED)		COMPARED	
		1918		1917	
	Sept. 30	Oct. 31	Sept. 30	Oct. 31	
Pork, new, bbls.....	9	10	11	13	
Pork, old, bbls.....	.....	.....	.....	.....
Pork, other, bbls.....	47	56	27	31	
Lard, new, lbs.....	15,193	16,026	40,637	45,749	
Lard, old, lbs.....	70	670	.....	.....
Lard, other, lbs.....	17,944	17,956	6,528	7,688	
Short ribs, lbs.....	10,796	14,115	6,344	13,656	
Total meats, lbs.....	109,007	140,205	93,306	121,120	

BEEF.—Locally the market is quiet and strong. Mess. \$35@36; packet, \$36@37; family, \$40@41; East India, \$58@59.

LARD.—The market is very steady, but quiet. Quoted: City, 26½c.; Continental, \$28.75; South America, \$29.15; Brazilian kegs, \$30.15; compounds, \$22.50@23.75, nom.

PORK.—The local market was a shade easier, due to the break in the West. Quoted: Mess. \$45.50@46; clear, \$44@53, and family, \$53@55.

SEE PAGE 35 FOR LATER MARKETS.

HOG PRODUCT SURPLUS MELTING.

Cellars Will Be Ready to Receive New Crop at Record Prices.

(Special Letter to National Provisioner from W. G. Press & Co.)

Chicago, October 2, 1918.—Surplus of hog products is melting away. On October 1 around 109,000,000 pounds of cut meats were in stock. This is only a comfortable working supply of meats for any one of the big packers. Total cuts of meats decreased around 31,000,000 pounds during September, and it is said that much more has been sold, but facilities for shipment are not available. Lard stocks decreased about 1,500,000 pounds during September, and the stocks are about 14,000,000 pounds less than they were at this time last year.

Exports of hog products last week were heavy; 36,000,000 pounds were shipped from Atlantic ports. Belgium is reported to be a free buyer of backs and clear bellies. Italy has been purchasing pork liberally, and it is awaiting transportation accommodation.

The demand that has started for the heavy cuts of meat encourages the idea that ribs

will have to be converted. Few ribs are being made now and none will be made from the early crop of hogs. Ribs should be well cleaned up by November 15, and cellars will be in shape to receive the new crop of hogs that has started to market in a moderate way.

Buffalo is receiving its requirements of new crop hogs from local territory and they are averaging 217 lbs. Mr. Funk, of Bloomington, Ill., sold three loads of hogs in Chicago last week, average 227 lbs., that were only seven months old. This shows that before long the new crop of hogs will be coming freely. Top hogs are hovering around \$20 a hundred, with the bulk selling from \$18.50 to \$19.50, and packers generally hesitating, but always anxious buyers.

How long hogs will sell during the coming packing season is a problem, and a fixing of a minimum price doubtful, for there seems a master hand under the hog market, and recoveries are often as rapid as declines,

mystifying the wise. A big packer said in 1910—when hogs sold at \$11.20, brought about by a scarcity which was the result of depression in prices in 1908 and 1909 to as low as \$3.70 a hundred, which discouraged hog raising—that the only way to keep the packinghouses working was to keep the farmer working, and farmers ever since have been getting good prices and have prospered to such an extent, through hog raising, that now there are more hogs than was ever known, with record prices being paid, and the packer is prosperous and the farmer is prosperous, both working in harmony.

EXPORTS OF PORK PRODUCTS.

Exports of hog products from the port of New York during the month of August, 1918, are just now reported by the U. S. Customs Service as follows:

HOGS.—Brazil, 62 hd.

BACON.—Barbados, 225 lbs.; Belgian Congo, 960 lbs.; Belgium, 1,342,651 lbs.; Bermuda, 1,102 lbs.; British Guiana, 1,500 lbs.; British West Africa, 5,212 lbs.; British West Indies, 1,016 lbs.; Cuba, 56,160 lbs.; Dutch West Indies, 320 lbs.; England, 17,605,579 lbs.; France, 2,245,373 lbs.; French Africa, 165 lbs.; Haiti, 2,000 lbs.; Italy, 4,264,099 lbs.; Jamaica, 2,621 lbs.; Mexico, 4,023 lbs.; Newfoundland, 1,900 lbs.; Panama, 1,925 lbs.; Peru, 135 lbs.; Russia in Europe, 556 lbs.; San Domingo, 3,450 lbs.; Sweden, 453 lbs.; Trinidad, Island of, 1,485 lbs. Total, 25,542,910 lbs.

CURED HAMS AND SHOULDERS.—Barbados, 2,040 lbs.; Belgian Congo, 5,290 lbs.; Bermuda, 7,630 lbs.; Brazil, 3,010 lbs.; British Guiana, 7,350 lbs.; British West Africa, 14,473 lbs.; British West Indies, 3,133 lbs.;

Colombia, 2,790 lbs.; Cuba, 87,050 lbs.; Danish West Indies, 1,204 lbs.; Dutch West Indies, 1,499 lbs.; Ecuador, 200 lbs.; England, 23,099,147 lbs.; France, 113,517 lbs.; French Africa, 2,006 lbs.; French Guiana, 1,935 lbs.; French West Indies, 19,640 lbs.; Haiti, 60,545 lbs.; Jamaica, 1,040 lbs.; Mexico, 76,150 lbs.; Newfoundland, 350 lbs.; Panama, 28,349 lbs.; Peru, 1,800 lbs.; San Domingo, 60,545 lbs.; Sweden, 499 lbs.; Trinidad, Island of, 3,020 lbs.; Venezuela, 5,200 lbs. Total, 23,553,892 lbs.

LARD.—Barbados, 5,000 lbs.; Belgian Congo, 2,500 lbs.; Belgium, 5,903,213 lbs.; Bolivia, 11,000 lbs.; British West Africa, 6,128 lbs.; Chile, 4,000 lbs.; Colombia, 8,800 lbs.; Cuba, 98,539 lbs.; Dutch West Indies, 470 lbs.; Ecuador, 3,750 lbs.; England, 27,071,603 lbs.; France, 314,134 lbs.; French Africa, 1,220 lbs.; French Guiana, 2,000 lbs.; French West Indies, 83,240 lbs.; Haiti, 119,045 lbs.; Jamaica, 3,500 lbs.; Mexico, 23,830 lbs.; Panama, 6,935 lbs.; Russia, in Europe, 287,854 lbs.; San Domingo, 238,170 lbs.; Sweden, 170 lbs.; Trinidad, Island of, 8,380 lbs.; Venezuela, 10,120 lbs. Total, 34,203,661 lbs.

NEUTRAL LARD.—Cuba, 4,218 lbs.; England, 526,414 lbs. Total, 530,632 lbs.

LARD COMPOUNDS.—Bermuda, 9,000 lbs.; British Guiana, 2,000 lbs.; British Honduras, 250 lbs.; British West Africa, 54 lbs.; British West Indies, 17,100 lbs.; Cuba, 107,807 lbs.; Danish West Indies, 10,184 lbs.; Dutch West Indies, 3,050 lbs.; England, 15,906 lbs.; French West Indies, 35,720 lbs.; Haiti, 6,000 lbs.; Iceland, 12,000 lbs.; Jamaica, 1,195 lbs.; Mexico, 8,360 lbs.; Newfoundland, 5,625 lbs.; Russia in Europe, 120 lbs.; San Domingo, 1,000 lbs.; Sweden, 85 lbs.; Trinidad, Island of, 117,100 lbs. Total, 352,556 lbs.

LARD OIL.—Cuba, 408 gals.; Dutch West Indies, 50 gals.; Peru, 100 gals.; Spain, 10 gals. Total, 568 gals.

FRESH PORK.—Bermuda, 313 lbs.; Cuba, 1,000 lbs.; Dutch West Indies, 15 lbs.; England, 33,541 lbs.; Haiti, 1,050 lbs. Total, 35,919 lbs.

PICKLED PORK.—Barbados, 18,000 lbs.; Bermuda, 2,000 lbs.; British Guiana, 72,400 lbs.; British West Africa, 200 lbs.; British West Indies, 15,400 lbs.; Danish West Indies, 3,500 lbs.; Dutch Guiana, 8,100 lbs.; Dutch West Indies, 1,330 lbs.; England, 39,000 lbs.; France, 500 lbs.; French Guiana, 5,000 lbs.; French West Indies, 3,500 lbs.; Haiti, 56,000 lbs.; Jamaica, 1,200 lbs.; Newfoundland, 279,000 lbs.; San Domingo, 29,810 lbs.; Trinidad, Island of, 227,200 lbs. Total, 702,140 lbs.

CANNED PORK.—Colombia, 58 lbs.; Haiti, 260 lbs.; Panama, 240 lbs.; San Domingo, 21 lbs.; Venezuela, 4,900 lbs. Total, 5,479 lbs.

CANNED SAUSAGE.—British Guiana, 36

lbs.; British West Africa, 3,356 lbs.; British West Indies, 551 lbs.; Chile, 2,239 lbs.; Colombia, 36 lbs.; Cuba, 5,672 lbs.; Dutch Guiana, 250 lbs.; Dutch West Indies, 1,054 lbs.; France, 1,500 lbs.; French Guiana, 100 lbs.; French West Indies, 649 lbs.; Haiti, 1,399 lbs.; Jamaica, 48 lbs.; Mexico, 3,340 lbs.; Panama, 447 lbs.; Peru, 3,397 lbs.; San Domingo, 13,124 lbs.; Venezuela, 402 lbs. Total, 37,885 lbs.

OTHER SAUSAGE.—Bermuda, 898 lbs.; British West Africa, 911 lbs.; British West Indies, 181 lbs.; Colombia 211 lbs.; Cuba, 39,725 lbs.; Danish West Indies, 290 lbs.; Dutch Guiana, 400 lbs.; Dutch West Indies, 175 lbs.; France, 91,000 lbs.; French Africa, 359 lbs.; French West Indies, 5,070 lbs.; Guatemala, 50 lbs.; Haiti, 962 lbs.; Jamaica, 828 lbs.; Mexico, 3,797 lbs.; Miquelon Islands, 150 lbs.; Panama, 200 lbs.; Peru, 42 lbs.; San Domingo, 28,563 lbs.; Sweden, 61 lbs.; Venezuela, 1,934 lbs. Total, 175,807 lbs.

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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has continued firm with a good demand; there does not appear to be any supplies available, in any volume, either here or at the West, and offerings from day to day are steadily taken off the market at a firm price. The heavy movement of cattle does not have much influence on the market, and while the production of tallow is necessarily large with the enormous receipts of cattle, the trade confidently believes that this movement can keep up but a little while longer, and that as soon as the movement falls off there will be a corresponding decrease in the production; and if the market can absorb the tallow produced at the present time, it will certainly be able to take care of the smaller output.

While some of the cattle are in transshipment from the drought section of the Southwest to Eastern points, still the packing operations are on a very large scale. The demand for tallow for edible purposes is excellent, and there is pronounced strength in competing fats and oils, and in lard, to give confidence to the demand. Quotations: City, 18½¢, and special loose, 19¼¢.

OLEO STEARINE.—The position of the stearine market is without change; the tone is firm, demand good and offerings light. The situation is a very firm one, and with the present scale of demand and the present production, the position promises to continue very firm during the fall. Unless there is a considerable decline in the price of tallow, or a let-up in the demand for stearine, the prospects for any material recession in price do not seem good. A small trade at 24¢ was reported. Quotations follow, Oleo, 24¢.

OLEO OIL.—The situation is very firm. Extras are quoted at 27½¢, according to quality.

SEE PAGE 35 FOR LATER MARKETS.

PEANUT OIL.—The market was quiet but firmer. Foreign oil is quoted at 18¼¢/18½¢, sellers' tanks. Crude oil is quoted \$1.37 asked, October shipment, f. o. b. mills. Edible spot in bbls. at 21½¢/22¼¢.

NEATSFOOT OIL.—Demand is not active and prices nominally unchanged. Prices are quoted, 20 cold test, \$3.20@3.25; 30 degrees at \$2.70@2.75, and prime, \$1.75@1.80.

SOYA BEAN OIL.—A firmer tone is noted all around. Demand on the spot, however, is quiet, but a good inquiry at the coast is reported, with sellers' tanks quoted at 16¢/16¼¢. Spot is quoted at 18½¢.

CORN OIL.—Demand for crude oil remains quiet, but values are steady. Consuming demand for refined oil is good. Crude is quoted at 17¼¢/18¢, in bbls.

COCOANUT OIL.—The market continues firm, but demand is less active. Offerings, however, are light and the market at the coast firm. Foreign oils are strong, with Manila quoted at 16¢, prompt from the coast. Ceylon dom. 17¼¢/17½¢, and Cochin dom. bbls. 18¢/18½¢.

PALM OIL.—Stocks are light and well held. Prime red, spot, —, nom.; Lagos, spot, nom.; to arrive, —; palm kernel, 18¢/18½¢, nom., in bbls.; Nigar, 50¢, nom.

GREASE.—The market is firm with a fair demand and strength in competing greases. Yellow, 17¢/17½¢; bone, 17¼¢/17½¢; house, 17¢/17½¢; brown, 16¢/16½¢.

FOREIGN COMMERCIAL EXCHANGE.

New York, October 3, 1918.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.73
Cable transfers	4.76½
Demand sterling	4.75½
Commercial bills, sight	4.75¼
Commercial, 60 days	4.72½
Commercial, 90 days	4.70½
Paris—	
Commercial, 60 days	5.53¼
Commercial, sight	5.48¼
Bankers' cables	5.46½
Bankers' checks	5.47½
Amsterdam—	
Commercial, sight	46½
Commercial, 60 days	45½
Bankers' sight	46½
Bankers' cables	46½
Copenhagen—	
Bankers' sight	28.50
Bankers' cables	28.75

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, October 3, 1918.—Latest quotations on chemical and soapmakers' supplies are as follows: 74 to 76 per cent. caustic soda, 4½¢/4¾¢ lb.; 60 per cent. caustic soda, 4½¢ lb.; 98 per cent. powdered caustic soda, 5¼¢/5½¢ lb.; 48 per cent. carbonate soda, 3¢ lb.; 58 per cent. carbonate soda, 2¾¢/3¼¢ lb.; tale, 1½¢/1¾¢ lb.; silex, \$15@20 per 2,000 lbs.

Clarified palm oil in casks, none on spot, not quotable; Lagos palm oil, in casks, none on spot, not quotable; yellow olive oil, nominal, \$4.50 gal.; Cochin coconut oil, 20¢/21¢ lb.; Ceylon coconut oil, 17¼¢/18¢ lb.; cottonseed oil, \$1.60 gal.; Soya bean oil, 18¼¢/18½¢ lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.68@1.70 gal.

Prime city tallow, special, 19¼¢ lb.; dynamite glycerine, 58¢/60¢ lb.; saponified glycerine, 38¢/40½¢ lb.; crude soap glycerine, 35¢/37¢ lb.; chemically pure glycerine, 58¢/59¢ lb.; prime packers' grease, 17¼¢/17½¢ lb.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, October 3, 1918.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green: 8@12 lbs. ave., 30¼¢; 10@12 lbs. ave., 30¢; 12@14 lbs. ave., 29½¢; 14@16 lbs. ave., 29¼¢; 16@18 lbs. ave., 29¢; 18@20 lbs. ave., 29¢. Sweet Pickled: 8@10 lbs. ave., 30¼¢; 10@12 lbs. ave., 30¢; 12@14 lbs. ave., 29½¢; 14@16 lbs. ave., 29¼¢; 16@18 lbs. ave., 29¼¢/29½¢; 18@20 lbs. ave., 29¼¢/29½¢.

Skinned Hams—Green: 14@16 lbs. ave., 31½¢; 16@18 lbs. ave., 31½¢; 18@20 lbs. ave., 31½¢; 20@22 lbs. ave., 31¼¢; 22@24 lbs. ave., 31¢. Sweet Pickled: 14@16 lbs. ave., 31¼¢; 16@18 lbs. ave., 31¼¢; 18@20 lbs. ave., 31¼¢; 20@22 lbs. ave., 31¢; 22@24 lbs. ave., 29¾¢.

Picnic Hams—Green: 4@6 lbs. ave., 22½¢; 6@8 lbs. ave., 20½¢; 8@10 lbs. ave., 19¢; 10@12 lbs. ave., 18¾¢. Sweet Pickled: 4@6 lbs. ave., 22¼¢; 6@8 lbs. ave., 20¾¢; 8@10 lbs. ave., 19¢; 10@12 lbs. ave., 18½¢.

Clear Bellies: Green: 6@8 lbs. ave., 40¢; 8@10 lbs. ave., 39¢; 10@12 lbs. ave., 38¢; 12@14 lbs. ave., 36¢; 14@16 lbs. ave., 33½¢. Sweet Pickled: 6@8 lbs. ave., 39½¢; 8@10 lbs. ave., 38½¢; 10@12 lbs. ave., 37½¢; 12@14 lbs. ave., 34½¢; 14@16 lbs. ave., 33¢.

PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, October 3, 1918.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 40-42¢; green hams, 8@10 lbs. ave., 37¢; 10@12 lbs. ave., 35¢; 12@14 lbs. ave., 30¢; 14@16 lbs. ave., 30¢; 18@20 lbs. ave., 30¢; green clear bellies, 8@10 lbs. ave., 38¢; 10@12 lbs. ave., 38¢; 12@14 lbs. ave., 37¢; green rib bellies, 10@12 lbs. ave., 37¢; 12@14 lbs. ave., 36¢; S. P. clear bellies, 6@8 lbs. ave., 36¢; 8@10 lbs. ave., 36¢; 10@12 lbs. ave., 36¢; 12@14 lbs. ave., 34¢; S. P. rib bellies, 10@12 lbs. ave., 34¢; 12@14 lbs. ave., 32¢; S. P. hams, 8@10 lbs. ave., 32¢; 10@12 lbs. ave., 32¢; 18@20 lbs. ave., 30¢; city steam lard, 26½¢ nominal; city dressed hogs, 29½¢.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 37¢; 10@12 lbs. ave., 36¢; 12@14 lbs. ave., 35¢; 14@16 lbs. ave., 34¢; skinned shoulders, 30¢; boneless butts, 36¢; Boston butts, 32¢; lean trimmings, 27¢; regular trimmings, 22¢; spareribs, 19¢; neck ribs, 8¢; kidneys, 10¢; tails, 16¢; snouts, 10¢; livers, 6@7¢; pig tongues, 19¢.

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Government Offers Alternative Plan for Cottonseed Yields

In consequence of reports from all over the cotton belt that the oil content of cottonseed is proving to be unprecedentedly low this year, and considerably below the average records used in determining the basic yields under Government regulations promulgated a few weeks ago, the Food Administration has made the crushers in the various States two alternative propositions.

First, to accept the announced yields as satisfactory, and to continue to pay the seed prices agreed upon under the plan; or, second, that the seed price be determined and announced twice each month by the Federal Food Administration in each State, based on the average shown by analyses of seed taken from a gin in each county on the first and fifteenth day of each month, by the county food administrators. These samples are to be forwarded to the State administrator for analysis by the State chemists, on whose report the price for the next fifteen days is to be determined.

The organization of producers, known as the Cotton States Official Advisory Marketing Board, has approved the plan, and the oil mills, especially those east of the Mississippi River, are generally accepting it as a fair and just method of arriving at the seed value.

An unusual condition has been created by the stabilization of seed and product prices by the Food Administration so early this year. Having no incentive to hold seed for a speculative price, farmers are rushing it to the gins, and thence to the mills so rapidly after picking that the mills are glutted and much seed is spoiling through overheating in cars

and in gin sheds. In several States the administrators have obtained some relief by having the gins cease operating for a week or ten days, but the situation continues serious.

EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from the port of New York during the month of August, 1918, are just now reported by the U. S. Customs Service as follows:

BUTTER.—Barbados, 1,300 lbs.; Belgian Congo, 3,600 lbs.; Bermuda, 13,454 lbs.; British Guiana, 30,758 lbs.; British Honduras, 2,183 lbs.; British West Africa, 4,267 lbs.; British West Indies, 11,067 lbs.; Colombia, 320 lbs.; Cuba, 3,125 lbs.; Danish West Indies, 4,543 lbs.; Dutch West Indies, 1,555 lbs.; England, 935 lbs.; French Africa, 173 lbs.; French West Indies, 52,500 lbs.; Haiti, 56,080 lbs.; Jamaica, 3,455 lbs.; Mexico, 400 lbs.; Norway, 97 lbs.; Panama, 7,750 lbs.; San Domingo, 17,500 lbs.; Sweden, 182 lbs.; Russia in Europe, 100 lbs.; Trinidad, Island of, 46,330 lbs. Total, 261,674 lbs.

EGGS.—Bermuda, 6,090 doz.; England, 10 doz. Total, 6,100 doz.

CHEESE.—Belgian Congo, 672 lbs.; Bermuda, 1,900 lbs.; British East Africa, 300 lbs.; British Guiana, 2,971 lbs.; British Honduras, 500 lbs.; British West Africa, 768 lbs.; British West Indies, 3,473 lbs.; Chile, 12,090 lbs.; Colombia, 1,282 lbs.; China, 2,620 lbs.; Cuba, 28,333 lbs.; Danish West Indies, 1,052 lbs.; Dutch West Indies, 452 lbs.; England, 1,606, 548 lbs.; France, 117,716 lbs.; French West Indies, 4,022 lbs.; Guatemala, 193 lbs.; Haiti, 5,512 lbs.; Jamaica, 2,311 lbs.; Korea, 60 lbs.; Mexico, 2,617 lbs.; Newfoundland, 13,181 lbs.; Norway, 90 lbs.; Panama, 5,891 lbs.; Peru, 2,163 lbs.; Portuguese Africa, 1,610 lbs.; San Domingo, 17,550 lbs.; Spain, 3,000 lbs.; Sweden, 372 lbs.; Trinidad, Island of, 7,089 lbs.; Venezuela, 1,383 lbs. Total, 1,847,751 lbs.

BROKERAGE ON COTTONSEED.

There seems to be confusion in the minds of cotton growers in reference to the brokerage charge on seed. The ruling from Washington is: When brokerage is paid by the sellers, it must be charged against mill's spread and not added to selling price of product. When brokerage is paid by buyer, it must be deducted from margin allowed such buyer and not added to selling price of products. To make this even clearer, where a mill sells 43 per cent cottonseed meal, such mill would realize \$56.75 per ton net, f.o.b. mill, if he paid the brokerage, and a dealer handling crushed seed would work on a margin of 75c. per ton if he paid brokerage. No brokerage is allowed on sales from mills direct to consumer or dealer.

EXPORTS OF COTTONSEED OIL.

Exports of cottonseed oil from the port of New York during the month of August, 1918, are reported by the Government as follows: Bermuda, 4,020 lbs.; British West Indies, 2,505 lbs.; Chile, 59,406 lbs.; Cuba, 149,071 lbs.; Danish West Indies, 400 lbs.; Dutch West Indies, 7,750 lbs.; England, 538,007 lbs.; French West Indies, 151,342 lbs.; Haiti, 10,120 lbs.; Jamaica, 14,778 lbs.; Mexico, 16,500 lbs.; Newfoundland, 28 lbs.; Panama, 187,715 lbs.; San Domingo, 154,532 lbs.; Trinidad, Island of, 24,555 lbs. Total, 1,320,739 lbs.

MILLS CANNOT SELL LINTERS.

The War Industries Board will not permit the sale of linters except to Du Pont American Industries, Inc. This means that the usual sales in small quantities for quilting purposes must be discontinued.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Trading Quiet in Cottonseed—Soya Bean Firm—Cocoanut Firm—Demand Fair—Imports Continue Liberal.

There has been but very little change in conditions surrounding the cottonseed oil market during the past week. The stabilization of prices, not only for seed but for oil and the products, means that there will probably be very little change in the market, and that it will simply be a general merchandising proposition as the season goes forward. The Government report on the cotton crop, issued Wednesday, showed that the condition of cotton had not deteriorated during the month of September as much as usual, and as a result of this the indicated cotton crop was raised by about 700,000 bales, compared with the preceding month. This condition had been foreshadowed by the private reports issued during the preceding week, and the conclusion is steadily being brought to bear on the trade that the excited estimates issued at the end of September were partly the result of the scare, with possibly the desire to influence market values. A crop of 11,800,000 bales, such as indicated from the Government report, or something over 12,000,000 bales as indicated by some of the private reports, would mean a corresponding increase in the quantity of seed, and a corresponding increase

in the quantity of product. Reports from the South indicate that crushing operations are somewhat hindered by the labor position, and the difficulty of getting help—nevertheless, the crush is going forward in a fairly satisfactory way. A statement which was studied with a great deal of interest was the Government report on cotton, showing the condition in the various States, which was as follows:

	CONDITION				10-Yr. Aver.
	Sept. 25, '18	Aug. 25, '18	Sept. 25, '17	Sept. 25, '18	
North Carolina	74	77	63	70	
South Carolina	65	67	67	68	
Georgia	62	66	62	69	
Florida	50	60	61	68	
Alabama	63	66	55	63	
Mississippi	64	67	63	61	
Louisiana	52	53	69	59	
Texas	44	43	53	64	
Arkansas	50	52	68	66	
Tennessee	39	38	65	71	
Oklahoma	33	33	62	63	
United States	54.4	55.7	60.4	65.0	

Promise for crop as of September 25, 1918, 11,818,000 bales compared with a promise of 11,137,000 bales on August 25 and 12,047,000 bales as of September 25, 1917.

The ginning report was also studied with a great deal of interest; this shows that cotton is being gathered and moved very rapidly, considering the size of the crop. This condition does not indicate that the labor trouble is as serious as apprehended, and does indicate that the cotton is being rushed for-

ward for ginning in good shape, showing readiness on the part of the South to sell. The ginning figures, also issued on Wednesday, follow:

	(000 omitted)			
	GINNED	1918-1919	1917-1918	1916-1917
To Sept. 1, bales	1,040	615	851	
Sept. 1 to 25	2,680	1,897	3,231	
To Sept. 25 (bales)	3,720	2,512	4,082	
To Sept. 25 (% of total)		22.3	35.9	
To Oct. 18 (bales)		5,574	7,303	
Total (running bales)		11,248	11,364	
Total (equiv. 500-lb. bales)		11,302	11,450	
Linters, 500-lb. bales		1,131	1,331	

The position of competing oils is being watched with a very great deal of attention. Demand for cocoanut oil is good and prices are very firm, not only in the Eastern market, but on the Coast. The position of copra is also firm, and the arrivals are being taken care of in very good shape. The demand for peanut oil, as well, is excellent, and as the new crop of peanuts begins to move, it is expected that the demand for oil and the volume of business will steadily increase.

The position of other oils is also firm; soya bean shows a steady demand and the distribution is excellent. Linseed oil has been weakened to some extent, which may affect the demand for soya-bean oil later, but the edible demand for all oils, and the strength of animal fats, indicates that the demand for oils for edible purposes is likely to keep up right through the fall.

It is generally believed that stocks of foreign oils are not particularly heavy, enough so to

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bring any pressure on the market, and the fact that sufficient demand develops from week to week to take care of the offerings is considered as evidence of the healthfulness of the situation. The trade is rather disposed to look, also, for a considerable increase in the exports of cottonseed oil this year, as the requirements of the Allies are expected to be quite heavy, and it may necessitate the shipment of considerably increased quantities of cottonseed oil this year compared with last.

Closing prices, Saturday, Sept. 28, 1918.—
Prime crude, S. E., \$17.50, sales.

Closing prices Monday, Sept. 30, 1918.—
Prime crude, S. E., \$17.50, sales.

Closing prices Tuesday, Oct. 1, 1918.—
Prime crude, S. E., \$17.50, sales.

Closing prices Wednesday, Oct. 2, 1918.—
Prime crude, S. E., \$17.50, sales.

Closing prices Thursday, Oct. 3, 1918.—
Prime crude, S. E., \$17.50, sales.

SEE PAGE 35 FOR LATER MARKETS.

OLIVE AND VEGETABLE OILS.

Food inspectors have been instructed by the officials in charge of the enforcement of the Federal Food and Drugs Act to inspect interstate shipments of olive oil, in order to prevent the sale in interstate commerce of cheaper vegetable oils under the name of olive oil. Very little olive oil is now being imported, say the officials, and the domestic olive oil is not sufficient to supply the demand. The abnormally high price of genuine olive oil has tempted unscrupulous dealers to mix cheaper vegetable oils with a little genuine olive oil and to sell the mixture labeled as olive oil. Cottonseed oil, corn oil and soya bean oil are the principal substitutes used. Several seizures have been made and a number of prosecutions are now pending in the Federal courts as the result of finding in interstate commerce products labeled "olive oil," which upon analysis were found to consist largely of cottonseed oil.

Cottonseed, corn and soya bean oils are palatable oils which are not injurious to health, and there is no objection to their sale as food when properly labeled, say the officials. Their sale as olive oil, however, is a fraud, and their shipment in interstate or foreign



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commerce labeled as olive oil is a violation of the Federal Food and Drugs Act. The sale of cottonseed, corn or soya bean oils under the name of olive oil is also a violation of the

laws of most states. State and city food inspectors are co-operating with the Federal Food inspectors in stopping this form of adulteration.

**PEANUT OIL**

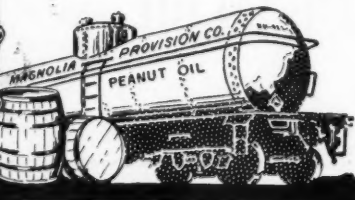
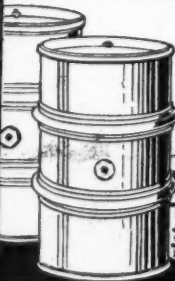
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By W. H. Camp, President, Interstate Oil Mill Machinery Exhibitors Assn.*

There never was a time in the history of our country when the men of our industries could get together and sincerely talk over matters of vital interest to greater advantage to their respective enterprises than now. Being in the midst of a mighty war, every industry of our nation is obligated a material factor in the vigorous and successful prosecution of its respective task to help win the war against the greatest enemy to civilization the world has ever known.

The cotton oil mills of our Southland have for their task an enormous responsibility to our Nation and Allies in the production of all products of cotton seed. Owing to the immense importance of all cotton seed products to our National welfare and existence, our Government has wisely put the entire cottonseed oil milling industry under its supervision and control, so that the products of the mill will be efficiently and properly manufactured and distributed.

One of the principal products of the oil mill being the linters, I have the pleasure of bringing to your attention the immense importance of this one product. Clean linters are practically pure cellulose, an indispensable material used principally in the manufacture of modern explosives. Besides, linters, or cellulose, is an essential element used in the manufacture of many other materials used in modern warfare and in the manufacturing arts and trades of every land.

So you will fully appreciate the great importance of this very valuable material, and the necessity for the greatest possible production, the elimination of useless waste in

manufacturing the same, and the production of good clean grades, so our ammunition factories may produce high grade explosives without wasting valuable materials.

I am going to talk about some of the handicaps in the production of high grade lint and the greatest quantity of the same. I am going to talk about milling conditions that can be improved, and enable you to produce every pound of lint possible, which will be to your interest financially, and in line with your patriotic duty and obligation to our boys at the front, our nation and Allies. I am going to offer you suggestions to eliminate some of the difficulties I will outline.

First, and greatest of all deficiencies, is the lack of systematic organization in some of your mills.

Frequently I visit mills, large and small, that have good superintendence, good labor and good equipment, but for the lack of systematic organization a deficiency in lint production is evidenced. This lack of systematic organization is largely responsible for your superintendent and his help being dissatisfied and discouraged and looking for other positions; also your machinery being out of efficient operating order.

All of you, perhaps, have noticed such con-

ditions. And if so, do not blame the superintendent, the labor or machinery. The superintendent is a good fellow and competent to handle all details, but he is human. If you let him be a laborer instead of a thinker or supervisor, you will have no superintendent, or foreman, as the case may be.

When you return home think this matter of organization over carefully. Call in your superintendent and say to him: "Bill, we are partners in business together. Our country and our Allies need every pound of lint we can produce. We must organize our forces, placing foremen and laborers on the different repair and alteration jobs to be put in efficient operating order, so that when the mill is ready for operation every man of your force has a definite duty to perform in the numerous details of the operation of your plant."

You and your superintendent must organize these respective duties according to the layout and operating conditions of your mill, and you managers must constantly see that your superintendent is not laboring or worrying, but coaching his foremen and laborers in their respective duties and responsibilities.

Such organizations are happy, from manager to laborer, because every man knows his duty and knows he is a producer. Such or-

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ganizations won't have rock and other destructive materials going into their linter saws, or won't be sharpening saws on other than regulation time and in a definite approved manner. There will be a regular time, a man and manner for the adjusting of linter saw laterals, breast to saws, brushes to saws, mote boards to brushes, and spare brushes and other parts in the mill kept in place, so that in case of accident repairs can be made quickly and correctly, with but small interruptions.

It may be that some of you will think such

organization and system impracticable. If so, I wish to bring to your attention the system and organization of the highly efficient press-room. There you will find the expert cook, cake forming man, panman and stripers; or in the smaller mills, combination of these. In either large or small mills each man should be trained and coached, handling his detail of work with expert skill, and all work as a unit to the click of the clock.

Put the same system and organization in your linter room. Take my advice, try it.

Not only try it, but see that your forces are so organized and kept so, and you will in a short time be astonished at the results of your effort, and will be visiting your superintendent and mill several times daily, and your superintendent will always be glad to see you. Lint production will be your hobby, because every efficient production of products in your mill requires close linting.

Now, there is another deficiency about producing lint in some mills, shortage of absolute equipment, such as seed cleaning, linters and saw up-keep machinery, a repair room, and the bad arrangement of all these, making it unhealthy and disagreeable for your operatives to do their respective duties in a respectable manner. Most all of these can be eliminated to your very good advantage.

Now there is yet another source of loss in your lint yields. It is running flues and sweepings through your linters with seed. These should be run through a cleaner, or in a small mill through a linter separate and apart from your seed linters.

Our Government has entirely changed the cottonseed oil milling business from a trader's game to an attractive and profitable business proposition. It is up to you managers of our mills, if the lint you produce is of a low grade. It is up to you if it takes three linters to do what one should do; up to you if it costs one cent or three cents per pound to produce good lint.

The thing Uncle Sam wants is the greatest production of lint possible, and a clean grade, so that the other products of your mill may be produced economically and in abundance; so that our factories can produce one thousand times the ammunition and explosives our enemies can produce; so that for every cannon our enemies have to shoot, our gallant boys can shoot one thousand cannons, one thousand times greater, and rid the world everlastingly of the last Hun soldier and their crazy Kaiser.

Buy Bonds to Feed our Fighters!

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CHINA BEANS

MARU-UZURA—CRANBERRY ROUND
CHUNAGA-UZURA—MEDIUM SPECKLED
CHUFUKU—WHITE FLAT
DAIFUKU—LARGE BUTTER
DAINAGON—MEDIUM BABY RED
KOTENASHI—PEA BEANS
KUMAMOTO—WHITE KIDNEY
KINTOKI—LARGE RED
MURONGEN—MEDIUM BUTTER
NAGAUZURA—LONG SPECKLED
OHTENASHI—MEDIUM PEA BEANS
PEA BEANS
SHIROMARU—MARROW
SOYA
RANGOON WHITE



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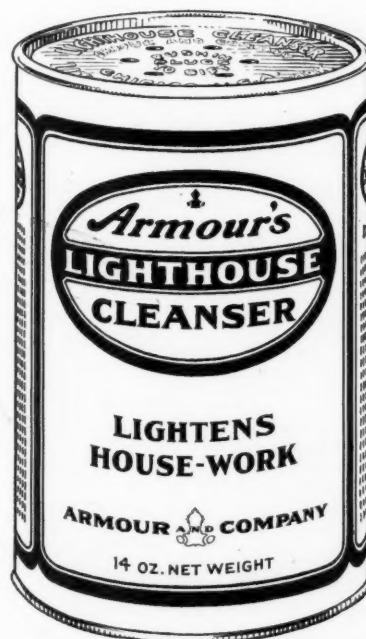
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It is labor-saving, time-saving, money-saving—making it the great American thrift cleanser. Every packing house and every factory should be equipped with Lighthouse Cleanser, which ferrets out every speck of dust and dirt and insures those clean, wholesome conditions typical of perfect sanitation.

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Chicago



AWAR MESSAGE

TO WHITE TRUCK OWNERS

THE use and demand for White Trucks in war service by both the United States and French armies has reached such proportions as to seriously affect deliveries of commercial units until production at the factory overtakes urgent military needs.

While this will delay the immediate filling of commercial orders, there will be no interruption in the making and distributing of parts, which will continue to be supplied as promptly and as abundantly as ever. White Service will efficiently provide for the many thousands of White Trucks operating in all parts of the country.

The company makes this public explanation for the assurance and protection of its innumerable customers and prospective customers, in the confident belief that they will recognize and approve a course of action which puts the national welfare first.



THE WHITE COMPANY

CLEVELAND

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Elevating

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Electricity and Victory

HERE are some of the ways in which modern industry has been speeded up by putting electric power to work in the right place.

Metal mines have boosted output to meet world-wide demands. Great central power plants in place of small local plants in coal mining areas now supply cheaper electric power per ton output for each mine. All tonnage records have been smashed in the steel industry. More and better cloth has been produced at lower power costs.

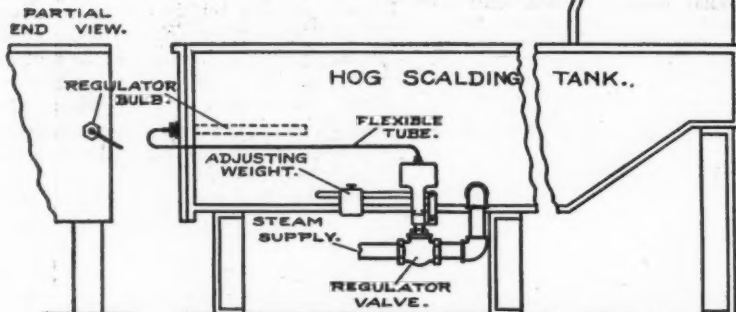
The engineering problems solved in putting electric power to work in these and other industries were many and intricate. Production of electrical equipment suited to this work and in quantities required is an important part of this company's service to American industries.

G-E engineers, located throughout the country, with the company's plants behind them, are also energetically engaged with the electrification of other expanded industries, food, textiles, coal, oil, chemicals, mines, metals; ships, aeroplanes, automobiles, munitions, central power plants, lighting and transportation systems—all essential to victory.

43-76

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Powers No. 11 Regulator. Simple, Automatic. Entirely self-contained. Absolutely reliable.

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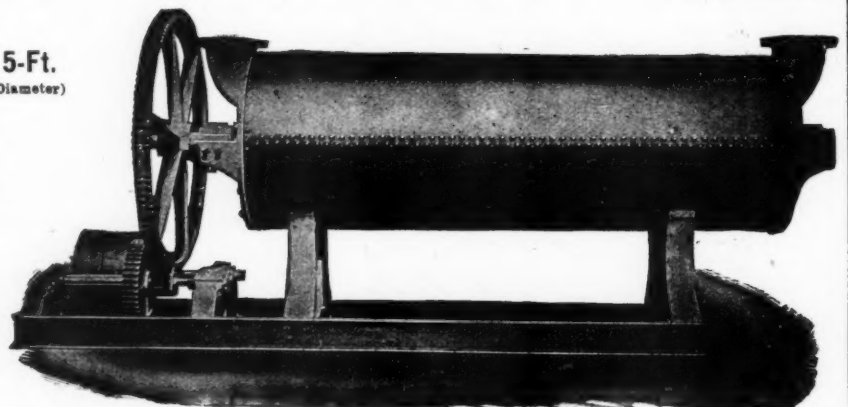
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HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES steady, following the sales reported in branded cows, all weight Texas steers and Colorado steers at the full maximums. The big packers are unwilling to make offerings of the next quarter slaughter until the maximum rates have been announced, which will be in the course of the next two weeks or so. Expectations are that rates will be lowered at least in line with the deterioration of quality. The higher cost of cattle is expected to have some influence on next price fixing as cattle prices are $2\frac{1}{2}$ c. higher than when native steers were pegged at 33c. Full maximum rates are talked for all varieties. Small packed hides strong. Local small killers have booked next quarter hides to a few buyers at whatever maximums are named.

COUNTRY HIDES steady but quiet. Trading is rather slow in country hides in this section due to small available supplies and meager collections. Country kill is said to be practically nothing. Country butchers buying all their beef dressed from the large and small packers. The farmer kill is not expected to make itself felt for another couple of months yet and this increase slaughter is not expected to be large this year due to the high prices prevailing for live stock. Country dealers are doing some trading in country packer hides, generally selling them as resalted packers, maximum for same being at 5 per cent under the big packer assortments. Prices prevailing on any country hides sold are usually the August forward maximums. After Saturday of this week, the August rates prevail on all kill back to May. It is evident that there are no stocks of July and earlier hides unsold, as they would be freely offered this week, it being the last under which they could be sold under that description. There is a moderately good call noted for most all descriptions of country hides and offerings seem insufficient to supply the demands. Light weight hides are in best request with the over 60 lbs. goods in strictly short haired grub free quality next in favor. The situation in the originating sections is steady at $19@20$ c. delivered basis for all weights of seasonable hides as to quality, dates and sections. Heavy steers here are quoted at 23c. nominal; heavy cows at 21c. nominal; but range at $20\frac{1}{4}@21$ c. as to sections; extremes quoted at $21\frac{1}{4}@22$ c. nominal; branded hides $16@17$ c. asked; bulls, 17c. asked; glues, $13@14$ c.

CALFSKINS steady. Business is slow, but the market is firm in tone on late fresh collections. First salted city skins are wanted at 44c. Stocks are meager, most collectors

being sold ahead. Packer calfskins are still available at 44c. of Northern and Southern kill and domestic buyers are uninterested. Some Canadian tanners are still figuring on getting permits for exportation and hope to include the large packer lot for sale. Resalted city calfskins are quoted at $41\frac{3}{4}$; mixed city and country goods generally bring about 40c.; country skins quoted at 34c.; some southern countries and cities 1d at 33c. lately. Deacons are quoted at \$2.50 and light calf at \$2.70 for country run; city skins quoted at 60c. premium. Kipskins are sold at $23\frac{1}{4}@24$ c. for country run as to sections; resalted cities $25\frac{1}{4}$ c. and first salted city and packer skins quoted at 27c.

New York.

PACKER HIDES.—No trading has been reported in large local packer circles for the next quarter and most of the packers claim they are waiting for new maximum rates. Native steers are quoted at $20\frac{1}{2}$ c. last paid. Nearby small packers are cleaned up on steers, cows and bulls for the next quarter at whatever the new maximums are to be. Native steers for present quarter last sold at $20\frac{1}{2}$ c.

COUNTRY HIDES.—The demand continues active and strong and trading in good quality hides is only restricted by the limited number of offerings. Very few offerings of middle west hides are noted here and whatever lots are offered are quickly taken up at full maximum prices. Extremes alone are practically out of the question. A car of middle west hides of August forward salting sold at 22c. for the extremes and 21c. for the buffs. A car of far western hides was also sold at $21\frac{1}{2}$ c. for extremes and $20\frac{1}{2}$ c. for the buffs. Buffs are strong also and a sale is noted of a car of middle west buffs containing a small percentage of extremes which sold at 21c. for the buffs and 22c. for the extremes. Southern hides are in very good demand. A car of Northern southern hides guaranteed free of ticks sold at $21\frac{1}{2}$ c. for extremes and $20\frac{1}{2}$ c. for 45 lbs. and up selected. New York state and New England all weight hides are quoted at $21\frac{1}{2}$ c. for extremes and $20\frac{1}{2}$ c. for buffs for August forward stock. Small lots are picked up at $19\frac{1}{2}@20$ c. flat.

CALFSKINS.—There is a good demand for New York city calf with another car sold today at \$4.00; \$5.00 and \$6.00, including kips at \$7.00 and \$7.50. The market is practically sold up to the end of the month and dealers are now waiting for maximum prices for the next quarter. Outside mixed cities are offered at \$3.75; \$4.75 and \$5.75, with some choice lots ranging $10@15$ c. higher. Countries are nominal at \$3.60; \$4.60 and \$5.60 last paid.

DRY HIDES.—The market is unchanged but the trade generally is in a more optimistic

frame of mind and; in common varieties especially, some sales of account are looked for soon as inquiries from all sections are more general. It is understood, however, that the large operators have not changed their ideas of the market values and the down town importers are still holding out for maximum rates. Bogotas are nominal at $33\frac{1}{4}$ c.; Orinocos, $33\frac{1}{4}$ c.; Puerto Cabellos and La Guayras, $32\frac{3}{4}$ c.; Maracaibos, $32\frac{1}{2}$ c.; Guatemala cities, $35\frac{1}{4}$ c.; countries $33\frac{1}{4}$ c.; San Salvadors, 34c.; West Indies, 29c. River Plates are unchanged and prices are higher than tanners here care to go for such descriptions.

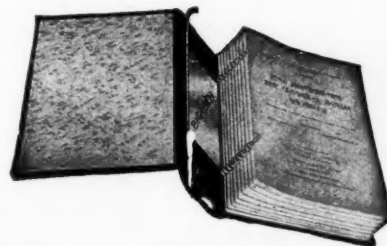
WET SALTED HIDES.—Trading in River Plate frigorifico hides would be very brisk if allocation certificates were more easily obtained, as United States tanners are anxious to buy. In addition to recent sales already noted, a sale is reported today of about 8,000 Swift's Montevideo steers at \$52.75 explant. Europe continues to show interest in frigorificos, and France and England have been heavy buyers of late with a good percentage of English buying going to Canadian tanneries. There is nothing new in Chinas, Brazils, Javas, etc. There is a fair demand for spot hides and Mexicans, Cubans, etc., are all held at full maximum prices.

HORSE HIDES.—The market is strong and buyers are ready to take all offerings of whole hides at full maximum of \$7.00 for countries and \$7.50 for renderers. Offerings are scarce and only sales made are scattered lots of 200 hides each. Butts are in good demand with a sale noted today in addition to previous sales this week of 5,000 butts at \$2.85 for 22 inches and up and \$2.30 for 20-22 inches.

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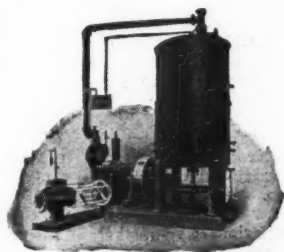
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LIVE STOCK MARKETS

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, October 1.

Cattle receipts were 28,000 today, market strong, no prime cattle offered, though the best are quotable around \$19. Hogs sold 15@25c. lower, receipts 15,000, top \$19.60. Sheep and lambs sold without change, best Western lambs worth \$16.25, receipts 15,000.

Trains were late today and trading was delayed, but there was a better feeling on all kinds with some of the cow sales a shade higher. Prime steers would bring up to \$19, but as a rule the extreme high point on steers is reached in August or September each year, not particularly because of lower values in October and November, but on account of a decline in finish and quality. Short fed steers, either cake or corn fed, sell at \$15.50 to \$17, weighty grass steers \$12@15, light steers \$9@11, grass cows \$7.25@9.50, canners \$5.40@6, veal calves \$9@13. September cattle receipts here amounted to 415,897 head, a world's record for cattle received in one month, any market, any month. In addition, 60,862 calves were received here in September. Kansas City live stock receipts established nine new records in September this year, namely, cattle receipts in one day, one week, and one month, these three, all world's records. Calf receipts, one day, one week, one month, total car loads of live stock received in one day, one week and one month.

The recent break in hog prices was arrested Thursday of last week, and salesmen secured advances up till today, when great weakness again developed, sales 15@25c. lower. Packers and outside order buyers each paid up to the top, \$19.60, for best heavy and medium weight hogs, best light hogs \$19.40, bulk or sales \$18.50@19.40. A large number of stock pigs are coming, and the average weight of all the hogs here last week dropped to 168 lbs. Country demand for stock pigs is strong, although prices are slightly lower than last week, sales mostly at \$17@18.50.

Most of the supply this week is Western feeding lambs and prices are sharply lower than a week ago on all grades. Some 65 lb. Westerns sold at \$16, straight; other Westerns about half fat, were taken by killers around \$15.50; native lambs, \$14@15. Western feeding lambs sell at \$14@14.25, with a large number available. Best fat yearlings are worth \$12, wethers \$11, ewes \$10, feeding ewes \$6.50@8.50, breeders \$11.50@15.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Oct. 1.

The cattle run for the week ending today amounts to 41,000. This is liberal enough, although it is not quite as heavy as last week. Incidentally our market hung up two records last week; Monday, with 21,480 head, was the largest day in the history of our market, and for the week ending last Saturday the count was 53,000 head, which constituted the big week in our history. The market up to last Saturday experienced a very sharp decline on all classes of cattle with the exception of strictly prime beefs, of which there were a very few. The decline ranged

from \$1@1.75, with the greatest decline on the poorest grades. For the first two days of this week the tone of the market has completely changed. Heavy beefs advanced 10@15c. on Monday and have scored an uneven advance on Tuesday, it being at this writing about 40c. higher than the close of last week. Butcher cattle and canner cows have shared in the upturn, as have also bulls. The stocker and feeder trade, while perhaps not advancing as much as the slaughter cattle trade, is stronger and very active with the demand being for the weightier kinds. Kansas, Oklahoma and Colorado stock continue to come in fair volume. The best of these are clearing at \$13@15.35. The market on them for the week has been very uneven, but they have strengthened in price with the balance.

The hog receipts for the week total 47,000. There are few good hogs in the offerings, but the majority of the run consists of light hogs and there are a great many pigs among them. The quality generally is about fair. The market is in the neighborhood of 25c. lower than a week ago. Indications are now that there will be a still further decline. Today's quotations are: Mixed and butchers, \$19.15@19.70; good heavies, \$19.60@19.70; rough, \$17.75@18; light, \$19.25@19.60; pigs, \$15@18.75; bulk, \$19.25@19.65.

The count in the sheep house totals 16,200 for the week. The market has held to a remarkably steady basis up to the day of this writing. It now registers a decline of about 50c. on all grades. Prime spring lambs are worth up to \$16.50, but there is nothing offering good enough to sell over \$16, while the most of the good lambs range from \$15.50@15.75. Mutton sheep for the most part are selling from \$10@10.50, choppers around \$8, canners \$4.50 and bucks \$8.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, S. Omaha, Oct. 1, 1918.

In sharp contrast with the closing trade last week the cattle market has been active and prices on steers 10@15c. higher than last week, and there is considerably more liberal buying on the part of the packers. Supplies were 6,000 smaller than a week ago, with 10,000 on hand this morning, best westerns were quotable from \$14.50@16.50, with medium kinds at \$12@14. Most of the advance, however, was on butcher stock, which was 25@50c. higher today and fully 50c. higher than the close of last week on all kinds of cows. Good to choice grades were quotable from \$9.25@12, fair to good kinds from \$8@9.25. Stockers and feeders were strong on the good quality and weighty kinds, best selling today at \$15.85.

Receipts of hogs are continuing light and this morning trade was rather a listless affair all the way through. Shipping demand was not very strong, although prices on light grades were a trifle higher early. As a rule, packers bought their orders at figures averaging 10c. lower than yesterday, bulk of the sales ranging from \$18.80@18.95, with an extreme top of \$19.40. As compared with last week at this time, prices are the same.

The two days' receipts of sheep amounted to 85,000 head, as against 106,800 head for the

same two days last week. Trading opened up slow after yesterday's sharp decline in killer lambs, but prices were in about the same notches, good to choice kinds selling from \$15.75@16.50, fair to good grades from \$14@15.75. Feeder lambs were as usual slower in moving than killers and constituted the bulk of the supply. Best grades sold from \$14.50@15, and on down. Best killer ewes sold at \$8.75@9, and feeding ewes largely at \$7@8.50.

CHRISTIE SUCCEEDS DR. PEARSON.

Dr. R. A. Pearson has resigned from the position as Assistant Secretary of Agriculture in order that he may resume his duties as president of the Iowa State College of Agriculture and Mechanic Arts. Dr. Pearson went to Washington at the urgent request of Secretary Houston shortly after the United States entered the war, the college having generously consented to have him assist the department in the handling of the many emergency problems that had arisen. After an absence from the college of nearly a year and a half, Dr. Pearson felt that it was necessary for him to return to his former position and to give his entire time and attention to the affairs of the college.

Secretary Houston requested Dr. Pearson, before actively resuming his former duties, to join a small committee of men familiar with food production and agricultural organizations and activities in this country which the department is sending to England, France and Italy for the purpose of securing general information regarding agricultural problems and conditions in those countries. Dr. Pearson consented to do this, and is now in England with the party.

The nomination of G. I. Christie, of Indiana, to succeed Mr. Pearson, has been transmitted to the Senate. In April of this year Mr. Christie went to Washington as assistant to the Secretary to aid the department in further organizing and developing its farm-labor activities. More recently he has been representing the secretary in the field in connection with loans from the President's special fund to farmers in Montana, North Dakota and Washington.

WHAT IT STANDS FOR.

This is what the Fourth Liberty Loan stands for, in the opinion of Oliver Wynne, of Norfolk, Va., the well-known provision broker:

F stands for Freedom—for whose cause we fight.

O for Old Glory, the pride of the world.

U stands for Union—the strength of all.

R for Right—the forerunner of peace.

T stands for Treason—that must be suppressed.

H for the Hun, whose destruction must cease.

L stands for Liberty—free earth and air.

I for Injustice—that must be decried.

B for our Boys, who're at work "over there."

E stands for Energy—body and brain.

R stands for Right—it is worth repetition.

T for our Treasury—money and grain.

Y for Yourself—for your hopes and ambition.

L for our Legions, who must stand the test.

O for Opportunity—open to all.

A stands for all that is dearest and best.

N for our Nation, that never shall fall.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, October 4, 1918.—Market steady; prime Western, \$27.25@27.35; Middle West, \$26.50@26.60; City steam, 26½¢@26½¢; refined Continent, \$28.75; South American, \$29.15; Brazil, kegs, \$30.15; compound, 22½¢@23¼¢, all nominal.

Marseilles Oils.

Marseilles, October 4, 1918.—Copra fabrique, 377 fr.; copra edible, — fr.; peanut fabrique, 423 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, October 4, 1918.—(By Cable).—Beef, extra, Indian mess, not quoted; pork, prime mess, not quoted; shoulders, square, 143s.; New York, 139s. 9d.; picnic, 119s.; hams, long, 170s.; American cut, 167s.; bacon, Cumberland cut, 152s. 9d.; long clear, 150s. 6d.; short black, 150s. 6d.; bellies, 200s. Lard, spot prime, 155s. 3d.; American refined, 28-lb. box, 158s. Lard (Hamburg), nominal. Tallow, prime city, not quoted. New York City specials not quoted. Cheese, Canadian finest, white new, 130s. 6d. Tallow, Australian (at London), 73s. 6d.

FRIDAY'S CLOSINGS.

Provisions.

The market was weak, pork declining \$1 a bbl. on commission house selling, but prices rallied on reports that the largest single order for bacon and meats had been placed by the Government.

Tallow.

Market quiet and firm, with city special loose quoted at 19¼¢.

Oleo Stearine.

Market quiet and strong. Oleo quoted at 24c.

Cottonseed Oil.

Trade quiet and featureless.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, October 4.—Hog receipts estimated 17,000. Left over, 7,365. Markets slow and steady. Cattle receipts, 6,000; sheep, 14,000.

Buffalo, October 4.—Hogs lower; on sale, 5,600, at \$19.50@19.60.

Kansas City, October 4.—Hogs slow at \$17.70@19.10.

St. Joseph, October 4.—Hogs lower at \$18@19.20.

Louisville, October 4.—Hogs quiet at \$17.70@19.

Sioux City, October 4.—Hogs lower at \$18.20@18.60.

Indianapolis, October 4.—Hogs slow at \$18.75.

Omaha, October 4.—Hogs slow at \$18.30@18.80.

Cudahy, October 4.—Hogs, no market.

Detroit, October 4.—Hogs steady at \$18.85.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 4, 1918, show exports from that country were as follows: To England, 7,770 quarters; to the Continent, 32,532 quarters. On orders, 50,466 quarters. The previous week's exports were as follows: To England, 17,700 quarters; to the Continent, 88,958 quarters; on orders, 62,489 quarters.

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 28, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	8,685	1,000
Kansas City	2,000	1,385	1,000
Omaha	125	2,298	1,000
St. Louis	2,558	3,853	1,472
St. Joseph	300	2,000	5,500
Sioux City	1,000	2,000	1,000
St. Paul	4,900	1,000	4,600
Oklahoma City	200	650	
Fort Worth	850	200	
Denver	720	255	3,543
Louisville		2,000	
Wichita	100	100	
Indianapolis		5,000	
Cincinnati	600	1,800	200
Buffalo	700	1,800	2,000
Cleveland		1,000	

MONDAY, SEPTEMBER 30, 1918.

Chicago	23,000	26,260	70,000
Kansas City	41,000	15,631	21,000
Omaha	16,000	3,535	60,000
St. Louis	12,800	4,470	4,100
St. Joseph	6,500	7,000	7,000
Sioux City	10,000	2,000	5,000
St. Paul	14,000	5,000	10,000
Indianapolis		2,412	
Louisville	3,600	4,000	1,200
Detroit		875	
Wichita		128	
Indianapolis		4,000	
Pittsburgh	3,600	8,000	7,000
Cincinnati		5,159	1,800
Buffalo		10,400	9,000
Cleveland		4,000	2,000
Nashville		1,200	
Portland, Ore.		2,092	457
New York		4,560	11,330

TUESDAY, OCTOBER 1, 1918.

Chicago	17,000	25,923	36,000
Kansas City	28,000	16,195	15,000
Omaha	10,000	5,530	30,000
St. Louis	8,000	12,939	2,800
St. Joseph	3,500	6,000	6,000
Sioux City		3,000	
St. Paul	5,900	5,000	6,400
Oklahoma City	3,000	1,000	
Milwaukee		2,625	
Louisville	250	1,000	100
Detroit		1,670	
Indianapolis	900	7,000	
Pittsburgh		3,500	1,500
Cincinnati	1,100	3,078	350
Buffalo	1,400	5,600	4,400
Cleveland	150	1,500	100
Nashville	100	2,000	
New York	850	2,300	2,515

WEDNESDAY, OCTOBER 2, 1918.

Chicago	12,000	14,687	30,000
Kansas City	18,000	16,048	10,000
Omaha	8,000	7,146	38,000
St. Louis	5,300	15,197	1,400
St. Joseph		8,000	
Sioux City		4,000	
St. Paul		5,000	
Milwaukee		9,451	
Louisville		1,000	
Detroit		2,790	
Wichita		2,452	
Indianapolis		7,000	
Cincinnati	600	3,823	600
Buffalo	1,050	1,600	3,400
Cleveland		1,000	
New York	2,620	3,910	9,590

THURSDAY, OCTOBER 3, 1918.

Chicago	14,000	29,000	42,000
Kansas City	11,000	6,000	18,000
Omaha	8,000	6,000	47,000
St. Louis	3,600	8,500	4,800
St. Joseph		5,000	
Sioux City		3,000	
St. Paul		4,000	
Oklahoma City	1,700	1,200	
Milwaukee		4,499	
Louisville		3,000	
Detroit		1,290	
Wichita		1,546	
Indianapolis		10,000	
Cincinnati	1,000	2,323	300
Buffalo	600	800	2,000
Cleveland		1,100	
New York	835	2,490	1,440

FRIDAY, OCTOBER 4, 1918.

Chicago	6,000	16,000	20,000
Kansas City	5,000	8,000	3,000
Omaha	2,300	5,300	8,000
St. Louis	3,000	9,500	1,000
St. Joseph	1,500	5,000	3,000
Sioux City	100	3,500	500
St. Paul	3,700	3,200	1,800
Fort Worth	4,000	1,000	1,000
Indianapolis	1,000	1,000	200
Denver	100		11,000

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO SEPTEMBER 30, 1918.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	6,480	2,678	21,299	6,679
New York	2,398	2,929	8,476	11,678
Central Union	2,811	816	9,539	15
Totals	11,689	6,423	39,314	18,372
Totals last week	9,540	7,119	25,316	20,570

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 28, 1918, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	9,680	24,000	35,375
Swift & Co.	10,267	11,000	43,352
Wilson & Co.	11,447	6,600	16,354
Morris & Co.	9,728	6,700	16,264
G. H. Hammond Co.	9,068	8,600	
Anglo-American Provision Co.	1,510	5,200	
Libby, McNeill & Libby		4,643	
Brennan Packing Co.	5,600	hogs; Independent	
Packing Co.	4,300	hogs; Miller & Hart, 2,900	hogs;
Roberts & Oake	4,000	hogs; Western Packing &	
Provision Co.	4,700	hogs; Boyd, Lunham & Co.,	
		4,200	hogs; others, 4,600

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	10,072	11,141	8,882
Fowler Packing Co.		1,562	765
Wilson & Co.	9,332	6,850	2,548
Swift & Co.	10,062	7,425	8,970
Cudahy Packing Co.	9,607	6,801	6,620
Morris & Co.	7,711	5,415	3,787
Others	2,389	283	

St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	7,818	3,976	3,351
Swift & Co.	8,849	5,170	3,475
Armour & Co.	8,691	5,388	3,920
East Side Packing Co.		2,208	
St. Louis Dressed Beef Co.	3,181		
Independent Packing Co.	550	2,211	56
Sartorius Provision Co.		330	
Carondelet Packing Co.		219	
American Packing Co.		22	332
Krey Packing Co.		45	1,674
J. H. Belz Provision Co.			323
Hell Packing Co.			868

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	4,165	4,121	4,348
Swift & Co.	9,465	5,745	11,130
Cudahy Packing Co.	7,774	6,854	15,651
Armour & Co.	7,259	6,521	12,927
Swartz & Co.		3,018	
J. W. Murphy		4,577	
Lincoln Packing Co.	212	cattle; South Omaha Pack-	
ing Co.	115	cattle; Wilson Packing Co., 86	cattle.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending September 28, 1918:

CATTLE.

Chicago	74,607
Kansas City	54,046
Omaha	82,006
East St. Louis	37,225
St. Joseph	13,976
Cudahy	765
Sioux City	9,389
South St. Paul	18,320
Fort Worth	22,392
Indianapolis	3,561
New York and Jersey City	11,689
Philadelphia	2,065
Oklahoma City	9,781

HOGS.

Chicago	95,317
Kansas City	29,929
Omaha	37,000
East St. Louis	28,984
St. Joseph	25,537
Cudahy	11,569
Sioux City	15,276
Cedar Rapids	4,936
Ottumwa	6,755
South St. Paul	9,766
Fort Worth	7,017
Indianapolis	1,235
New York and Jersey City	18,372
Philadelphia	5,680
Oklahoma City	9,674

SHEEP.

Chicago	117,844
Kansas City	81,682
Omaha	12,000
East St. Louis	13,759
St. Joseph	23,575
Cudahy	297
Sioux City	5,092
St. Paul	5,684
Fort Worth	1,443
Indianapolis	451
New York and Jersey City	92,314
Philadelphia	4,659
Oklahoma City	115

**Watch Page 48
for
Business Chances**

ICE AND REFRIGERATION

ICE NOTES.

Smiths Grove, Ky.—Smiths Grove, Light & Ice Co., increased its capital stock from \$5,000 to \$10,000.

Chattanooga, Tenn.—The capital stock of the Home Ice Co., has been increased from \$5,000 to \$60,000.

Buckleytown, Md.—A two-story dairy, 30 x 21 ft., cost \$2,500, will be built by the Buckingham Industrial School.

Fellsmere, Fla.—A 4-ton raw water ice plant will be installed by H. M. Rector. Equipment has been ordered.

Fort Worth, Tex.—Armour & Company will erect addition for dry storage; four stories and basement of brick construction. This addition will mean 75,000 additional feet of storage space.

FROZEN AND CURED FISH STORED.

Reports from 175 cold storages on Sept. 15 showed that their rooms contained 122,862,176 pounds of frozen fish, cured herring and mild cured salmon. Reports of 4 storages are not yet received. On the basis of previous reports their holdings for September 15 are estimated as 1,630,285 pounds. On August 15, 178 storages reported 115,267,229 pounds. The 146 storages that reported for September 15 of this year and last show a present stock of 92,076,107 pounds, as compared with 60,971,558 pounds last year, an increase of 31,104,549 pounds, or 51.0 per cent. The reports show that from August 15 to September 15 the holdings increased 6.7 per cent. of the amount held on August 15. Last year the increase during the same period was 2.2 per cent.

REFRIGERATION ASSN. MEETING.

The eighth annual meeting of the American Association of Refrigeration will be held in New York City on December 5 and 6, at the Hotel McAlpin. The first day will be a joint session with the Cold Storage Section of the American Warehousemen's Association.

CONSERVATION OF AMMONIA AND COAL.

By Edward N. Friedman and Van Rensselaer H. Greene.

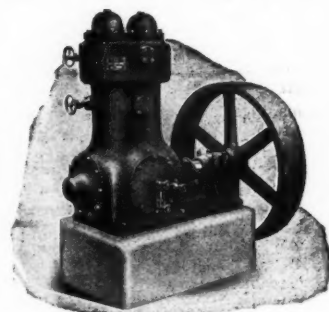
The frightfulness of the war which is now raging has once more brought to our intimate notice the truthfulness of the saying that the question of demand and supply always regulates prices. While this adage is true in practically every field, it is especially true of the field in which we, as ice manufacturers, are working. It is even more particularly true of our field because of the shortage of ammonia brought about by the consumption of ammonia for munition purposes and the consumption of coal which is also required in plants which are manufacturing products of war. For some time to come it does not look as if the price of these two commodities will fall nor that their availability will be greater, and it is therefore our patriotic sense of duty to do what is within our power to conserve these two products; to say nothing of the fact that their conservation goes a long way towards reducing the manufacturing cost of ice.

Ammonia Lost in the Ice Plant.

So far as conserving the ammonia lost in the average ice plant is concerned, experience seems to bear out the statement that for all practical purposes, ammonia does not disintegrate, but is lost mainly through leaks which occur around the stuffing boxes of the compressors, through the stuffing boxes surrounding valve stems and by purging. Types of plants which have come under the writer's supervision, have shown that the ammonia loss per ton of ice is greatest in plants which contain the largest number of expansion valves which must be continually operated, and the reason for this is quite obvious. To begin with, expansion valves are in many cases, covered with frost which keeps the surface covered with moisture, and permits the rusting of the valve stems to take place, and passing of the pitted or rusted valve

stem through the packing, soon wears away the packing to such an extent that it ceases to be tight against ammonia pressure. The obvious solution for this difficulty is to see that once a year the entire valve is taken apart, the valve stem brightened, cleaned and smoothed with sandpaper, coated with graphite grease, and the valve stem repacked with a form of soft packing, which has previously been soaked in liquid base oil. A still further help in keeping this valve tight is to tie around the outside of the packing shall be kept well oil soaked and through a hole in which the valve stem must pass as the valve opens or shuts. This will tend to keep the valve stem covered with oil which will keep the moisture from coming into contact with the steam itself.

Let Us Help You



While your refrigeration troubles of the season are fresh in mind, plan your improvements and alterations for next year. In keeping with the requirements of the times, make your plans more carefully than ever before. Select the necessary refrigerating machinery and apparatus from the complete York Line, and you will make no mistake.

Our plant is now serving the Government, but as soon as an Honorable Discharge is received it will again be at your service. In the meantime our Engineers will gladly assist you with your refrigeration plans for the future.

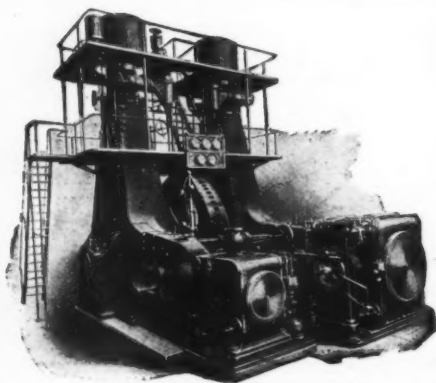
York Service Stations are maintained in all parts of the country. Their Engineers can help YOU, as they have many others.

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WHY not operate your Plant with the highest efficiency and economy.

Write us advising what you have been doing and what additions you have contemplated.

Our Engineering corps will advise you impartially the best type of plant for you to install and what you will need to reach the highest efficiency and lowest costs.

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PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

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is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

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Specify Bower Brand Anhydrous Ammonia which can be obtained from the following:

ATLANTA—M. & M. Warehouse Co.
BALTIMORE—Wernig Moving, Hauling & Stge. Co., 100 W. Lombard St.
BOSTON—G. W. Goerner, 40 Central St.
BUFFALO—Keystone Warehouse Co.
CINCINNATI—Pan Handle Storage Warehouse
CLEVELAND—General Cartage & Storage Co.

DETROIT—Brennan Truck Co.
JACKSONVILLE—St. Elmo W. Acosta.
NEWARK—American Oil & Supply Co.
NEW YORK—Roessler & Hasslacher Chemical Co., 100 William St.
NORFOLK—Henry Bower Chemical Mfg. Co., Agency, Cor. Front and First Sts.
PROVIDENCE—Rhode Island Warehouse Co.

PHILADELPHIA—Henry Bower Chemical Mfg. Co.
PITTSBURGH—Penna. Transfer Company, Duquesne Freight Station.
RICHMOND—Bowman Transfer & Stge. Co.
ROCHESTER—Rochester Carting Co.
TOLEDO—Moreton Truck & Storage Co.
WASHINGTON—Littlefield, Alvord & Co.

Ammonia Leaks at Compressor Stuffing Box.

The second cause of ammonia loss is, as before stated, the compressor stuffing box. The reason for this loss is because no matter how good the stuffing box packing may be, it cannot be expected to remain tight against a continual change of temperature, and this continual change will always take place when the expansion valves on the freezing tank are not systematically and carefully regulated. It has been our experience that any form of metallic or soft packing can be used advantageously on an ammonia rod when the temperature of that rod is maintained at a uniform temperature, and many plants have operated for three or four years on metallic packing, and as high as two years on soft packing, without the removal of the original packing for any purpose whatsoever.

The proper way to pack a compressor piston rod with soft packing is first to be sure that the packing itself is thoroughly lubricated and then also to see that it is installed in the stuffing box with the gland nuts screwed up hand tight, and that after the machine has been put in operation these nuts be slightly slackened off to allow for the

expansion due to the warming up of the rod. When this running position has once been obtained, the stuffing box gland should not be adjusted from time to time to stuff leaks which develop around the rod, but rather the expansion valve at the tank be operated to maintain a uniform rod temperature. This brings us directly to the importance of maintaining an engine room log on which shall be recorded the suction and discharge temperatures on the inlet and outlet of the compressor cylinder. Best results are obtained when the discharge temperature on the machine is around 220 deg. Fahr., and at this temperature the piston rod will operate at blood heat and so long as this relationship is maintained little or no trouble will be experienced from a leaky rod.

Ammonia Loss Due to Purging.

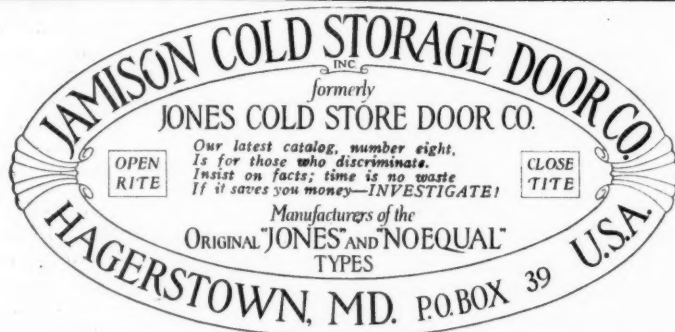
The third and most usual cause for ammonia loss is due to purging. While investigations by the committee appointed by the American Society of Refrigerating Engineers co-operating with the Bureau of Standards have shown that there is a slight decomposition of ammonia under heat in contact with oil, still this loss is a negligible one, and eliminating this loss there is no possibility of any foul gases being drawn into the system when the plant is under normal opera-

tion, so that if all the air which may have been drawn into the system through pumping out pipes at various times during the winter months is once effectually removed before the summer run starts there is no further use for the purging of the system after that time. This air can be effectually removed from the system by the shutting down of the entire plant, the permitting of water to flow over the ammonia condensers for a period of two or three hours, and the slowly opening up of the purge valve on top of the condensers to let escape the non-condensable gases which occupy the space above the liquid ammonia which has been condensed and fallen to the lower part of the condenser pipes.

It is a physical impossibility to undertake to separate air from ammonia gas while the plant is in operation, for the velocity of the ammonia through the pipes is entirely too great to permit of the separation of air from the ammonia, and while it may not be apparent to the smell that ammonia is escaping, purging while under operation has practically always resulted in the purchasing shortly thereafter of additional ammonia to replace that which has been blown away.

Head Pressure.

Few people realize that it is the temperature of the water which leaves the ammonia condenser that determines the head pressure, and in most plants too little attention is paid to the relationship of this outlet water temperature to the head pressure. There are two plants which are cooled by water flowing over cooling towers, and on these two plants the head pressure in the course of twenty-four hours will vary from 165 pounds to 220 pounds, depending upon whether the air is clear or a thunderstorm is approaching. Seeing the plant an hour before a thunderstorm with a head pressure of 165 pounds, and just prior to the breaking of the storm go to 220 pounds, leads the engineer to believe that this condition is brought about as a result of air in the system, when, as a matter of fact, it is produced



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wholly by the change in temperature of the water flowing over the ammonia condensers as a result of poor cooling effect in the cooling tower, due to high humidity, and in the past it was not uncommon to have these condensers purged the minute the head pressure exceeded 200 pounds. It seems incredible, though true, that the ammonia consumption of one plant was reduced from 50,000 pounds to 15,000 pounds solely as a result of the elimination of all purgings, and last year the ammonia consumption of this plant was still further reduced to about 8,000 pounds by the packing of all of the valve stems throughout the plant, and the elimination of ammonia leaks in various fittings.

Log Essential.

Here again is pointed out the urgent need of a log covering the temperature of the water going on and coming off of the ammonia condensers, together with a record of the temperature of the liquid ammonia leaving the liquid receiver so that these three temperatures may be checked against each other from time to time as a means of determining whether or not the coils are dirty, the water supply falling off, or the system actually containing air, and if such a record were kept and followed up, it is an assured fact that the ammonia losses in the average plant would be materially reduced.

While it is difficult, it is perfectly possible for the average plant to manufacture 14 tons of ice per pound of ammonia purchased per year. The average of 35 plants for last year was 10 tons of ice per pound of ammonia, and it is a shame, in the face of the present shortage, to accept a record which is much poorer than this.

Conservation of Coal.

The next problem, that of the conservation of coal, is not nearly so simple a problem to handle as is the saving of ammonia, because it usually reflects bad boiler room design to start with, which means the necessity of rebuilding the boiler plant itself before economical results can be obtained. Irregularities in the fire-room, ever-changing grades of coal, and varying loads make boiler room management a most difficult problem to handle, but it can be taken care of to a great degree of satisfaction by close attention to details.

To begin with, in general practice it seems safe to assume that most economical boiler conditions are met with when the boiler is operated between full rated load and 25 per cent. overload, and this means the burning of a predetermined amount of coal per square foot of grate surface per hour, and by the installation of draft gauges in the back boiler pass experiments will show what is the best draft to handle the given amount of coal in question, and the setting of the individual boiler damper to meet these conditions will go a great way to improve the boiler room efficiency. Of course, it goes without saying that no new boiler plant should be installed which is not provided with a suitable form of stoker to economically burn the coal in question, inasmuch as the operations of stokers do away with the continual opening of the fire doors and the subsequent cooling of the furnace temperature with its attendant losses. Further, the operation of stokers does away with the necessity of cleaning fires which is always an expensive and unsatisfactory operation. Then, too, while the losses through a boiler enclosed with the proper brick setting are fairly negligible, still the average setting around the country is so poor that air leaks through the brick work and is responsible for a heavy falling off of boiler efficiency. In some cases, this can only be prevented by the rebrickwork of the boiler setting, but in many cases can be materially helped by the covering of the boiler walls on the outside with some plastic substance intended to seal up the joints and eliminate the possibility of the air being sucked into the furnace.

For some time it was thought advisable to burn under the boilers a mixture of hard and soft coal, but in the writer's experience this has been a most uneconomical move due to

the fact that hard and soft coal burn under entirely dissimilar conditions, with a result that the soft coal burns away, leaving the hard coal unburned to be carried out with the ash, and in all cases where this has been tried the ash was found to be so high in combustible to justify the statement that practically only a very small percentage of the hard coal was burned in the fire at all.

You have heard frequently of the advantages of high boiler settings, by which is meant the increased distance between the grates and the bottom of the first row of tubes if the boiler be of the water tube type, or the bottom of the boiler shell if the boiler be of the return tubular type. Three new plants which were built last year are equipped with water tube boilers, the first one with a 5-foot space between the grate and the bottom row of tubes, the second with a 7-foot space and the third one with a 9-foot space, and in the last two plants there has been maintained throughout the entire summer a boiler evaporation of a little better than 9½ pounds of water per pound of

coal as fired, whereas in the first plant the average was not quite 9.2.

We can recall definitely saying, two or three years ago, at a meeting of the Virginia Ice Manufacturers' Association, that the average plant did not evaporate more than 6 to 7 pounds of water per pound of coal, and that we had given up as hopeless any attempts to do better than 8 to 1. Since then the boiler evaporation has been increased from 8 to 1, to 9½ to 1, as a result of good boiler settings and high boiler settings, and we therefore feel safe in advising you of the benefits which can be obtained through these improvements.

In conclusion, let us call your attention to the fact that the improvements which have been brought out in this paper are not made as a result of an enormous expenditure of cash outlay, but in most cases can be accomplished by the operating organization during the slack months, and for this reason merit the attention of all plant owners who are interested in keeping their equipment abreast of the times.



Never before have the need of dependability and adaptability in motor trucks been so apparent in the Growing and Shipping business as today

Kissel, realizing this, has incorporated in the vital structural parts of Kissel Trucks those engineering principles and construction features which ten years of motor truck designing and constructing experience have proven to produce unlimited power, ability for continuous service and low operating cost and upkeep.

The ALL-YEAR Cab, an exclusive Kissel Truck feature, insures uninterrupted performance no matter how severe the weather may be. In summer, it is an open, cool cab; in winter, it is completely enclosed, increasing the driver's efficiency by giving him complete protection.

There is the right size truck for your requirements. See your nearest Kissel Dealer, who has specifications, prices, etc. See him without delay.

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KISSEL TRUCKS

FOR PURCHASING DEPARTMENTS

A NEW PRESSURE GOVERNOR.

In many power installations, where air or other gases or liquids must be maintained under pressure, the demand for an automatic method of doing this has arisen. As a result the General Electric Company has developed a new pressure governor to control standard self-starters for motor-operated pumps and compressors. The governor maintains a pressure between predetermined limits on any gas or liquid systems that will not corrode the Bourdon tube.



THE NEW PRESSURE GOVERNOR.

This governor is called the CR 2022 and can be used on any standard alternating or direct current circuit. It is rated for pressures of 80, 100, 160, 300 or 500 pounds, and operates within settings of from 3 to 12 pounds between high and low pressures. Governors for higher pressures can be supplied if desired.

The governor consists of a Bourdon tube, an indicating needle, a graduated pressure scale, adjustable high and low pressure stops to determine the desired pressure range, and a relay which actuates the contacts in the control circuit of the self-starter, all enclosed within a dust-proof case, easily opened for inspection.

Action of the governor is dependent on the Bourdon tube, which should be connected

The operation of the pressure governor is as follows: Assuming that the pressure is at the low value, as indicated by the left hand indicator (I), the contact (C) on the needle (N) completes the circuit through the contact (C') on the movable arm (M), which at the low pressure point rests against the stop (P'). When this contact is made, the circuit is completed through the relay coil (R), causing the armature (A) to close. Attached to this is the contact (CO), which, upon closing, completes the control circuit to the self-starter, causing the motor to start. The armature is also attached to the spring (S) which holds the contact (C') firmly against (C) until contact is broken at (P).

As the pressure increases, the needle pointer moves to the right, but its lower part to which the contact (C) is attached moves to the left, and is followed by the movable arm (M). When the high pressure point is reached, the movable arm is prevented from traveling further by stop (P) and the needle continues its course, breaking the circuit by separating contacts (C and C'). The instant the circuit is broken, the relay (R) is de-energized, its armature falls, releasing the tension of the spring (S) and because the movable arm (M) is counter-weighted it returns to the stop post (P').

When the pressure is decreased to the minimum value, the contact (C) again completes the relay coil circuit by engaging contact (C') and the cycle of operation is repeated.

The case is tapped and drilled at the bottom for the pressure pipe and electrical conduit connections.

ECONOMY OF THE MOTOR TRUCK.

Whether to change from the old time-tried and time-tested method of haulage, "faithful old Dobbin," to motor truck is a question that has been a puzzling problem to a large percentage of American firms of late. Two or three years ago this question received scant attention from the average man. But when the war came and the average man awoke to the full realization that we must economize, and that to economize meant to motorize, then this question became an individual one, a question that could not be longer put off.

About the time that these facts became apparent of thinking men, J. Colby Smith & Son, packers of canned goods, with a factory at Oak Mills, Del., decided to break loose from tradition and custom and adopt the motor truck method of haulage in order to speed up delivery of food products and do their full share towards winning the war. Well-meaning but misinformed friends gave them advice unsolicited and without charge, telling them that their truck would be in the repair shop the greater part of the time, that the upkeep of a truck was enormous, and that they would bitterly regret the purchase of a truck. But Smith & Son went ahead, ordered a 2-ton Acme truck, and after about a year's experience made the following statement, not word for word, but very nearly:

"We formerly used eight horses to haul our products from the factory at Oak Mills to the railroad at Willow Grove, a distance

of four miles. The roads were bad, and the best we could do by team was to make two trips per day, or a total of eight round-trips for the day. With one 2-ton Acme truck we were able to make eight trips per day, and we found that instead of it costing us \$23 to load a car by team, the motor truck reduced this cost to about \$12.50.

"After running our truck 2,200 miles we have never had it in a repair shop, and the total cost of repairs during this time has been \$2.04, which we paid for spark plugs. We further find that our truck will do as much work as eight horses, at 50 per cent. less expense, basing this assertion upon actual experience.

"To give some idea of the amount of work that can be done in one day with our truck we mention the following: With two men, one of them crippled, and thereby unable to do his full share of the work, and a 16-year-old boy, we hauled 672 cases of canned goods to the railroad, each case weighing 70 pounds. Furthermore, though we could have made fully 15 miles per hour on the road, we kept the speed down to ten miles. We believe the Acme truck is 100 per cent. efficient."

It should also be remembered that when quitting time comes with the truck, the day's work is done. No horses to feed, water and take care of; no getting up at 4 o'clock in the morning to feed them and get ready for the work of the day; just start the truck and commence work. No high-priced hay to buy. No worrying about straw and grain, no stables to clean, no horses to curry and rub when you adopt the Kaiser-hitting, war-winning motor truck haulage system.

GET READY FOR THE CONVENTION.

Indian Summer, with its bright days and cool nights, is the time when the Packers' Convention is held, to which we all look forward with keen delight, knowing from past experience that it has much in store for us. Business, commingled with the proper degree of pleasure, makes these meetings profitable as well as agreeable, so let us leave with the happy thought that the world is rich in good fellowship.

Members going to the convention or returning from it should arrange their trip to stop off at Cincinnati to visit the extensive plant of the Cincinnati Butchers' Supply Co., the home of "Boss" machines and appliances. The manufacturers are continually bringing out new time- and labor-saving machines to lighten the burden of the packers. Their headquarters and exhibit at the convention will be in Room 1813 of the LaSalle Hotel.

AUTOCAR IN LIBERTY LOAN WORK.

At Ardmore, Pa., where the headquarters of the Autocar Company is located, the leaders in the Liberty Loan campaign are officers of that company. Besides devoting their big advertising space all over the country to the loan drive, these men are giving their time to personal pushing of the campaign in their home town. President David S. Ludlum of the Autocar Company is chairman of the Liberty Loan Committee, and W. E. Blodgett, advertising manager, is also an active member. It is hardly necessary to add that the Autocar organization was a 100 per cent concern early in the campaign.

We have nearly two million men in France. Every subscriber to the Liberty Loan helped send them there.

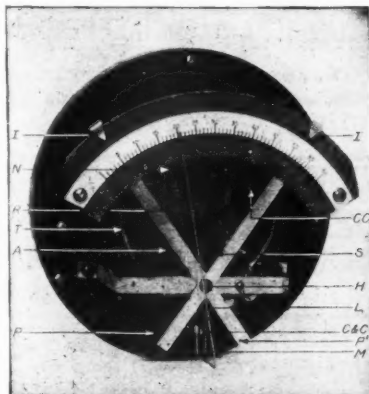


FIG. 1.—DETAILS OF THE MECHANISM.

to an independent discharge pipe from the pressure tank. The free end of the tube "T" (Fig. 1) is mechanically connected to the indicator needle "N," moving it over the scale as changes of pressure affect the tube. After the settings for the pressure range have been made, the governor will automatically maintain pressure within those limits.

Chicago Section

Every Liberty Bond you buy puts the war just that much nearer the finish—of autocracy, and saves just that many more valuable lives.

Swift & Co.'s sales of beef in Chicago for the week ending Saturday, Sept. 28, 1918, averaged as follows: Domestic beef, 17.84c. per pound.

Charles H. (Tod) Sterne, of Sterne & Son Co., is driving the Fourth Liberty Loan tank through the packers' lines and meeting with all kinds of success.

Have a line from "Con" Yeager at Savannah, Ga. Sez he's the guy wat put the "Con" in Con-vention, and he is going to be there to help make it stick. "Con," literally, means for or against, but our "Con" is *with* us, that's a cinch. Long may he rave!

War times make great changes in everything, including human nature. Remember the Packer Kid before the war, or several years ago, couldn't be dragged into a fight with a team of Clydes? Now lookut! You can get a fight outta him so suddent yer hed'll swim!

On October 19 the Convention number of The National Provisioner will be on its way, and you who have not accepted the invitation to "come in" must remember you have been sent the necessary tools wherewith to break in and say "Hello!" to many thousands of readers. Ain't they worth the greeting? You bet they are!

THE STADLER ENGINEERING CO.

ARCHITECTS AND ENGINEERS

Specialties:
PACKING HOUSES, ABATTOIRS, GARBAGE
REDUCTION PLANTS AND COLD
STORAGE WAREHOUSES.

327 So. La Salle St. Chicago, Ill.

J. B. ZIEGLER & CO.

Greases, Tallows, Oils

Stearines

Tankage, Bones, Hoghair

Consignments Solicited

WEBSTER BLDG., CHICAGO

English aviator fell from somewhere near the polar star and was carried to the hospital with a broken neck, supposedly. They fixed him up and pronounced him good for years to come, but he would have a permanent stiff neck. "Just my bally luck, doncher know." And on top of that some people say the war will finish this year!

The packinghouse architect of today is in the van in the profession. Gottabe. Anything and everything possible to encounter in the building and equipping line bobs up in the construction of a modern packinghouse, that is, everything excepting a chapel for the last rites, and that isn't out of the question, either, for an up-to-date architect to figure out!

"Page the Major!" Sarg to Sam Coon, rookie. "Seen the Major go by?" "No, sah; see no majah!" A little later, "Seen the Major?" "No, sah; no majah!" Passing a little later, "Seen the Major yet?" "No, sah! No majah." Major comes along; coon takes no notice of him. Major stops and says sternly: "Don't you know enough yet to salute an officer?" "Ah didn't know yoh is a ossifer. Is yoh de majah?" "Yes! I'm Major —. Remember that!" "Say, boss!" said Sam, "Yoh suah is goin' to get hell when de Sarg sees yoh!" Credit "Tod" Sterne.

CHAPMAN TAKES MINOR'S PLACE.

H. R. Chapman, for a year and a half assistant superintendent of branch houses of Armour & Company for the Cleveland district, including Toledo, has been promoted to be superintendent. He fills the vacancy caused by the death of E. L. Minor. Mr. Chapman has been connected with the merchandising of food products for 15 years, and has been associated with the packing industry more than 10 years, having had experience in manufacturing, sales and advertising departments.

H. P. Henschien

HENSCHIE & McLAREN

Architects

Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION.

R. J. McLaren

EXPORTS OF PROVISIONS

Exports of provisions for the week ending September 28, 1918, are reported as follows:

To—	Week ended Sept. 28, 1918.	Week ended Sept. 29, 1917.	From Nov. 1, '17, to Sept. 28, 1918.
	PORK, BBLs.		
United Kingdom..	782
So. & Cen. Am.	47	5,381
West Indies	1,243	12,861
Br. No. Am. Col.	8,681
Other countries	54	1,038
Total	1,344	28,743

To—	Week ended Sept. 28, 1918.	Week ended Sept. 29, 1917.	From Nov. 1, '17, to Sept. 28, 1918.
	BACON AND HAMS, LBS.		
United Kingdom..	768,000	2,060,000	467,813,000
Continent	8,400,000	.....	210,811,000
So. & Cen. Am. ....	.....	121,000	968,000
West Indies .....	.....	370,000	10,830,000
Br. No. Am. Col. ....	.....	20,000	207,000
Other countries..	.....	100,000	2,290,000
Total	9,168,000	2,870,000	692,919,000

To—	Week ended Sept. 28, 1918.	Week ended Sept. 29, 1917.	From Nov. 1, '17, to Sept. 28, 1918.
	LARD, LBS.		
United Kingdom..	763,000	329,000	166,350,000
Continent .....	.....	28,000	145,476,000
So. & Cen. Am. ....	.....	91,000	1,535,000
West Indies .....	.....	558,000	15,526,000
Br. No. Am. Col. ....	.....	103,000	181,000
Other countries..	.....	81,000	335,000
Total	763,000	1,188,000	329,404,000

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York .....	.....	9,168,000	763,000
Total week .....	.....	9,168,000	763,000
Previous week ..	.....	5,055,000	1,369,000
Two weeks ago...	3,996	1,805,000	1,150,000
Cor. week last yr	1,344	2,870,000	1,188,000

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '17, to Sept. 28, '18.	Same time last year.	Changes.
Pork, lbs.	5,749,000	11,052,000	Dec. 5,303,000
Bacon and hams, lbs.	692,919,000	619,269,000	Inc. 73,650,000
Lard, lbs.	329,409,000	308,152,000	Inc. 23,257,000

Help to make this the "Victory" Loan!

H. C. GARDNER F. A. LINDBERG

GARDNER & LINDBERG

ENGINEERS

Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

CHEMICAL & ENGINEERING CO.

Expert Assistance

CHEMISTS BACTERIOLOGISTS

Chemical control of Packing Plants. Yearly contracts solicited.

431 SO. DEARBORN ST. CHICAGO, ILL.

PACKERS ARCHITECTURAL & ENGINEERING CO.

WM. H. KNEHANS, Chief Engineer

ABATTOIR PACKING & COLD STORAGE PLANTS

Manhattan Building, Chicago Ill.

Cable Address, Pacapco

INSULATION

MUST BE GOOD TO OBTAIN SATISFACTORY RESULTS

"AND YOU CAN'T BEAT CORK!"

THAS A FACK!—BRACK an MACK

OUR BOOKLET WILL INTEREST YOU

WRITE US!

THE UNION INSULATING CO., Great Northern Building, CHICAGO

ANHYDROUS SUPREME AMMONIA

"EVERY OUNCE ENERGIZES"
NH₃

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

All parties desiring to use our Supreme Brand Anhydrous Ammonia for the purpose of food preservation and ice making should write us at once asking that their names be placed on the 1918 list.

MORRIS & COMPANY

Chicago, Union Stock Yards

Established 1877
W. G. PRESS & CO.
175 W. Jackson Bl'vd, Chicago
PORK, LARD, SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited STOCKS

WORTHEN, TROTT & SULLIVAN 200 Produce Exchange
New York, N. Y.
successors to M. FRANKFORT, established 1884
BROKERS AND COMMISSION MERCHANTS
OLEO OIL—OLEO STOCK—NEUTRAL LARD—COTTON OIL—OLEO STEARINE
COCOANUT OIL
United States Food Administration License Number G-02091

John Agar Co.
Union Stock Yards CHICAGO, ILL.
Packers and Commission Slaughterers
Beef, Pork and Mutton
Members of the American Meat
Packers' Association

CHICAGO PACKING COMPANY
Beef and Pork Packers
Boneless Beef Cuts
Sausage Materials
Commission Slaughterers
U. S. GOVERNMENT INSPECTION
Correspondence Solicited
UNION STOCK YARDS
CHICAGO

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

Works:
ST. LOUIS

General Sales Dept., Old Colony Bldg.
CHICAGO

67 Second St.
SAN FRANCISCO

Watch Page 48 for Business Chances

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 23.....	38,011	3,797	22,198	45,275
Tuesday, Sept. 24.....	18,852	2,920	21,449	38,329
Wednesday, Sept. 25.....	19,572	1,306	12,624	40,368
Thursday, Sept. 26.....	17,943	2,885	10,718	30,131
Friday, Sept. 27.....	6,170	502	14,021	22,129
Saturday, Sept. 28.....	3,000	300	8,000	1,500
Total for week.....	103,548	11,710	98,010	183,732
Previous week.....	89,855	10,275	102,523	141,420
Year ago.....	92,817	10,747	61,405	106,184
Two years ago.....	64,064	8,930	138,754	121,843

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 23.....	3,604	211	520	4,701
Tuesday, Sept. 24.....	4,123	463	373	12,027
Wednesday, Sept. 25.....	4,204	248	51	12,807
Thursday, Sept. 26.....	6,329	378	951	14,337
Friday, Sept. 27.....	6,430	165	1,542	14,356
Saturday, Sept. 28.....	1,060	50	1,000	5,000
Total for week.....	25,810	1,515	4,448	63,258
Previous week.....	23,090	895	3,947	60,519
Year ago.....	23,652	1,094	6,259	52,799
Two years ago.....	17,106	1,080	9,185	32,190

TOTALS FOR YEAR TO DATE.

	1918.	1917.
Cattle.....	2,564,011	2,094,162
Hogs.....	6,012,861	5,234,948
Sheep.....	2,890,592	2,452,695

Combined receipts at eleven points:	
Week ending September 28, 1918.....	371,000
Previous week.....	355,000
Cor. week, 1917.....	257,000
Cor. week, 1916.....	462,000
Cor. week, 1915.....	352,000
Total year to date.....	22,079,000
Same period, 1917.....	19,106,000
Same period, 1916.....	21,838,000
Same period, 1915.....	19,162,000

Combined receipts at seven points for 1917 to September 28, 1918, and the same period a year ago:	
Cattle.....	411,000
Hogs.....	291,000
Sheep.....	564,000
Prev. week.....	380,000
1917.....	373,000
1916.....	295,000
1915.....	227,000

TOTALS FOR YEAR TO DATE.

Combined receipts at seven points for 1918 to date and the corresponding period of 1917 and 1916:	
Cattle.....	8,757,000
Hogs.....	17,986,000
Sheep.....	7,833,000
1917.....	7,331,000
1916.....	6,136,000
1915.....	5,291,000

CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	24,000
Anglo-American.....	5,200
Swift & Company.....	11,000
Hammond Co.....	8,600
Morris & Co.....	6,700
Wilson & Co.....	6,600
Boyd-Lanham.....	4,200
Western P. Co.....	4,700
Roberts & Oake.....	4,000
Miller & Hart.....	2,900
Independent P. Co.....	4,300
Brennan P. Co.....	5,600
Others.....	4,600
Totals.....	92,400
Previous week.....	95,000
Year ago.....	50,100

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$15.40	\$19.20	\$11.65	\$17.00
Previous week.....	16.15	20.15	11.90	17.50
Cor. week, 1917.....	12.90	18.90	11.00	17.40
Cor. week, 1916.....	9.45	10.40	7.75	10.30
Cor. week, 1915.....	8.85	7.60	5.75	8.85
Cor. week, 1914.....	9.10	7.90	5.20	7.50
Cor. week, 1913.....	8.35	8.25	4.65	7.05
Cor. week, 1912.....	8.05	9.07	3.85	6.45
Cor. week, 1911.....	6.95	6.45	3.80	6.00
Cor. week, 1910.....	6.00	8.50	4.00	6.70

CATTLE.

Choice to prime steers.....	\$18.00@19.00
Good to choice steers.....	15.00@18.00
Plain to good steers.....	8.00@15.00
Yearlings, fair to choice.....	12.50@18.50
Stockers and feeders.....	7.00@13.00
Good to prime cows.....	9.00@13.00
Fair to prime heifers.....	9.00@14.75
Fair to good cows.....	7.25@9.00
Canners.....	5.50@8.50
Cutters.....	6.50@7.00

Bologna bulls.....	8.25@8.75
Butcher bulls.....	9.00@12.25
Heavy calves.....	7.50@13.75
Veal calves.....	16.75@18.50

HOGS.

Fair to good light.....	\$18.90@19.90
Choice to light butchers.....	19.60@20.00
Medium weight butchers, 225-260 lbs.....	19.50@20.00
Heavy weight butchers, 270-350 lbs.....	19.25@19.70
Choice packers.....	17.00@18.75
Rough heavy packing.....	17.40@17.00
Pigs, fair to good.....	16.75@18.00
Stags (subject to 70 lbs. dockage).....	17.00@18.25

SHEEP.

Western lambs.....	\$15.75@17.25
Native lambs, good to choice.....	14.50@16.00
Yearlings, good to choice.....	13.00@14.25
Wethers, good to choice.....	11.50@12.50
Ewes, fair to choice.....	10.00@11.25
Feeding lambs.....	14.50@16.00

CHICAGO PROVISION MARKETS

Range of Prices.

SATURDAY, SEPTEMBER 28, 1918.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September.....	\$40.00	\$40.00	\$40.00	\$40.00
October.....	40.40	40.40	40.15	40.30
November.....	40.90	40.90	40.50	40.70
LARD—(Per 100 lbs.)—				
September.....	26.75	26.85	26.75	26.85
October.....	26.40	26.55	26.40	26.55
November.....	26.05	26.12	26.05	26.12
RIBS—(Boxed, 25c. more than loose)—				
September.....	23.37	23.40	23.30	23.37
October.....	23.37	23.42	23.30	23.37
November.....	23.35	23.42	23.30	23.42

MONDAY, SEPTEMBER 30, 1918.

PORK—(Per bbl.)—				
September.....	40.15	40.15	39.30	39.30
October.....	39.30	39.30	39.30	39.30
November.....	40.70	40.70	39.50	39.50
LARD—(Per 100 lbs.)—				
September.....	27.00	27.00	27.00	27.00
October.....	26.62	26.65	26.30	26.40
November.....	26.25	26.27	25.90	25.95
RIBS—(Boxed, 25c. more than loose)—				
September.....	22.95	22.95	22.92	22.92
October.....	23.50	23.50	22.90	22.95
November.....	23.55	23.55	23.02	23.05

TUESDAY, OCTOBER 1, 1918.

PORK—(Per bbl.)—				
October.....	38.30	38.50	38.30	38.30
November.....	39.25	39.25	38.50	38.50
LARD—(Per 100 lbs.)—				
October.....	26.37	26.62	26.37	26.60
November.....	25.90	26.20	25.90	26.12
RIBS—(Boxed, 25c. more than loose)—				
October.....	22.57	23.12	22.55	23.00
November.....	22.97	23.27	22.97	23.17

WEDNESDAY, OCTOBER 2, 1918.

PORK—(Per bbl.)—				
October.....	37.30	37.30	37.30	37.30
November.....	37.60	37.80	37.50	37.80
LARD—(Per 100 lbs.)—				
October.....	26.45	26.57	26.35	26.57
November.....	25.97	25.97	25.65	25.82
RIBS—(Boxed, 25c. more than loose)—				
October.....	22.02	23.02	22.50	22.65
November.....	23.25	23.25	22.67	22.75

POELS & BREWSTER, Inc.

Produce Exchange Bldg., New York

Import Agents

Hides, Skins, Pickled Pelts,
Wool, Tallow and Casings

The Horn & Supply Co.

Leominster, Mass.

Dealers in

Horns, Hoofs, Horn Tips and Waste.
Manufacturers of
Pressed Horn and Hoof.

THURSDAY, OCTOBER 3, 1918.

PORK—(Per bbl.)—				
October.....	36.30	36.30	36.30	36.30
November.....	36.80	36.80	36.80	36.80
LARD—(Per 100 lbs.)—				
October.....	26.90	26.85	26.60	26.65
November.....	25.50	25.80	25.50	25.70
RIBS—(Boxed, 25c. more than loose)—				
October.....	22.60	22.65	22.17	22.65
November.....	22.67	22.70	22.27	22.60

FRIDAY, OCTOBER 4, 1918.

PORK—(Per bbl.)—				
October.....	35.30	37.05	35.30	37.05
November.....	36.00	37.30	35.80	37.30
LARD—(Per 100 lbs.)—				
October.....	26.75	26.80	26.75	26.75
November.....	25.65	26.10	25.65	26.07
RIBS—(Boxed, 25c. more than loose)—				
October.....	22.60	23.10	22.60	23.10
November.....	22.65	23.00	22.65	23.00

† Bid. ‡ Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	38	@45
Native Sirloin Steaks.....	40	@45
Native Porterhouse Steaks.....	40	@50
Native Pot Roasts.....	25	@30
Rib Roasts from light cattle.....	25	@30
Beef Stew.....	18	@26
Boneless Corned Briskets, Native.....	28	@30
Corned Rumps, Native.....	25	@30
Corned Ribs.....	20	@22
Corned Flanks.....	20	@22
Round Steaks.....	28	@36
Round Roasts.....	25	@30
Shoulder Roasts.....	25	@28
Shoulder Neck End, Trimmed.....	22	@25

Lamb.

Hind Quarters, fancy.....	35	@40
Fore Quarters, fancy.....	30	@35
Legs, fancy.....	35	@38
Stew.....	20	@25
Chops, shoulder, per lb.....	30	@32
Chops, rib and loin, per lb.....	40	@45
Chops, French, each.....	15	@15

Mutton.

Legs.....	22	@25
Stew.....	16	@18
Shoulders.....	22	@22
Shoulder Steaks.....	24	@26
Hind Quarters.....	25	@28
Fore Quarters.....	18	@22
Rib and Loin Chops.....	80	@85
Shoulder Chops.....	25	@28

Pork.

Pork Loins.....	35	@42
Pork Chops.....	42	@45
Pork Shoulders.....	42	@40
Pork Tenderloins.....	55	@60
Pork Butts.....	38	@40
Spare Ribs.....	22	@24
Hocks.....	20	@20
Pigs' Heads.....	18	@18
Leaf Lard.....	30	@30

Veal.

Hind Quarters.....	28	@32
Fore Quarters.....	20	@25
Legs.....	26	@32
Breasts.....	24	@28
Shoulders.....	25	@28
Cutlets.....	40	@45
Rib and Loin Chops.....	35	@40

Butchers' Offal.

Suet.....	18	@18
Tallow.....	7	@7
Bones, per cwt.....	14	@14
Calfskins, 8 to 15 lbs.....	38	@38
Calfskins, under 18 lbs. (decrease).....	75	@75
Klips.....	22	@22
Heavy calves.....	12.00	@16.00
Veal calves.....	20.00	@23.00

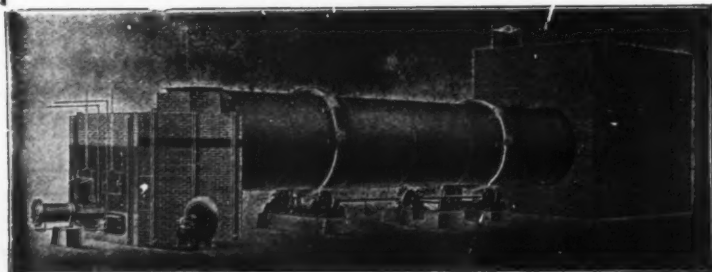
STERNE & SON CO.

Just Brokers

Tallow, Grease, Stearine

Animal and Vegetable Fats and Oils.
Postal Tel. Bldg. Chicago

DRYERS AND CONTINUOUS PRESSES

Economical—Efficient
—Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the
world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.
68 William St. - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	26 @27
Good native steers	24 @25
Native steers, medium	22 @23
Hefers, good	18 @20
Cows	15 @17
Hind Quarters, choice	14 @33
Fore Quarters, choice	12 @21
Beef Cuts.	
Beef Tenderloins, No. 1.	45 @45
Beef Tenderloins, No. 2.	42 @42
Steer Loins, No. 1.	47 @47
Steer Loins, No. 2.	38 @38
Steer Short Loins, No. 1.	50 @50
Steer Short Loins No. 2.	49 @49
Steer Loin Ends (hips)	34 @34
Steer Loin Ends, No. 2.	32 @32
Cow Short Loins	26 @26
Cow Loin Ends (hips)	25 @25
Cow Loin	24 @24
Sirloin Butts, No. 3.	24 @24
Strip Loins, No. 3.	17 @17
Steer Ribs, No. 1.	38 @38
Steer Ribs, No. 2.	32 @32
Cow Ribs, No. 1	23 @23
Cow Ribs, No. 2	20 @20
Cow Ribs, No. 3	16 @16
Rolls	25 @25
Steer Round, No. 2	26 @26
Cow Round	15 @18
Flank Steak	26 @26
Rump Butts	17 @17
Steer Chucks, No. 1.	24 @24
Steer Chucks, No. 2	23 @23
Cow Chucks	15 @15
Noness Chucks	18 @18
Steer Plates	17 @17
Medium Plates	17 @17
Briskets, No. 1	20 @20
Briskets, No. 2	17 @17
Shoulder Clods	24 @24
Steer Navel Ends	18 @18
Cow Navel Ends	13 @13
Fore Shanks	11 @11
Hind Shanks	8 @8
Hanging Tenderloins	20 @20
Trimnings	17 @17
Beef Product.	
Brains, per lb.	10 @12
Hearts	10 @11
Tongues	19 @24
Sweetbreads	26 @28
Os Tail, per lb.	8 @8
Fresh tripe, plain	7 @7
Fresh tripe, H. C.	9 @9 1/2
Livers	9 @11
Kidneys, per lb.	8 @8
Veal.	
Heavy Carcass, Veal	15 @15
Light Carcass	24 @25
Good Carcass	26 @28
Good Saddles	30 @32
Medium Racks	12 @12
Good Racks	20 @20
Veal Product.	
Brains, each	10 1/2 @11
Sweetbreads	27 @28
Calf Livers	26 @28
Lamb.	
Medium Lambs	24 @24
Round Dressed Lambs	26 @26
Saddles, Medium	28 @28
R. D. Lamb Fores	23 @23
Lamb Fores, Medium	21 @21
R. D. Lamb Saddles	29 @29
Lamb Fries, per lb.	18 @20
Lamb Tongues, each	4 @4
Lamb Kidneys, per lb.	25 @25
Mutton.	
Medium Sheep	17 @17
Good Sheep	20 @20
Medium Saddles	22 @22
Good Saddles	25 @25
Good Fores	16 @16
Medium Racks	14 @14
Mutton Legs	22 @22
Mutton Loins	22 @22
Mutton Stew	13 1/2 @13 1/2
Sheep Tongues, each	4 @4
Sheep Heads, each	11 1/2 @12
Fresh Pork, Etc.	
Dressed Hogs	25 @25
Pork Loins	35 @35
Leaf Lard	25 1/2 @25 1/2
Tenderloins	50 @50
Spare Ribs	20 @20
Butts	32 @32
Hocks	17 1/2 @17 1/2
Trimnings	25 @25
Extra Lean Trimnings	25 @25
Tails	15 1/2 @15 1/2
Snouts	11 1/2 @11 1/2
Pigs' Feet	6 @6
Pigs' Heads	13 1/2 @13 1/2
Blade Bones	9 @9
Blade Meat	18 @18
Cheek Meat	15 @15
Hog Livers, per lb.	4 @5
Neck Bones	9 @9
Skinned Shoulders	27 @27
Pork Hearts	13 @13
Pork Kidneys, per lb.	9 @9
Pork Tongues	22 @22
Slip Bones	10 @10
Tail Bones	10 @10
Brains	11 1/2 @12
Backfat	26 1/2 @26 1/2
Hams	32 @32
Calas	22 @22
Bellies	37 @37

SAUSAGE.

Columbia Cloth Bologna	@19
Bologna, large, long, round, in casings	@18
Choice Bologna	@19 1/2
Frankfurters	@27
Liver, with beef and pork	@17 1/2
Tongue and blood	@25 1/2
Minced Sausage	@23
New England Style Luncheon Sausage	@25 1/2
Prepared Luncheon Sausage	@26 1/2
Special Compressed Sausage	@26 1/2
Liberty Luncheon Sausage (Berliner)	@26
Oxford Lean Butts	@41
Polish Sausage	@23 1/2
Garlic Sausage	@19
Country Smoked Sausage	@22
Country Sausage, fresh	@28 1/2
Pork Sausage, bulk or link	@24 1/2
Pork Sausage, short link	@24
Boneless lean butts in casings	@41
Luncheon Roll	@27
Delicatessen Loaf	@24
Jellied Roll	@—
Summer Sausage.	
D'Arles, new goods	@42
Beef casing salami	@40
Italian salami (new goods)	@43
Holstener	@32
Metwurst	@36
Farmer	@38
Cervelat, new	@43 1/2

Sausage in Brine.

Bologna, kits	@ 1.95
Bologna, 1/2 @ 1/2	3.20 @11.20
Pork, link, kits	@ 2.55
Pork, links, 1/2 @ 1/2	4.20 @14.70
Polish sausage, kits	@ 2.50
Polish sausage, 1/2 @ 1/2	4.10 @14.35
Frankfurts, kits	@ 2.30
Frankfurts, 1/2 @ 1/2	3.80 @13.30
Blood sausage, kits	@ 1.65
Blood sausage, 1/2 @ 1/2	2.70 @9.45
Liver sausage, kits	@ 1.80
Liver sausage, 1/2 @ 1/2	3.00 @10.50
Head cheese, kits	@ 1.90
Head cheese, 1/2 @ 1/2	3.10 @10.85

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 337-lb. barrels	\$15.00
Pickled Plain Tripe, in 200-lb. barrels	14.30
Pickled H. C. Tripe, in 200-lb. barrels	17.00
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Snouts, in 200-lb. barrels	—
Sheep Tongues, Short Cut, barrels	69.50

CANNED MEATS.

	Per doz.
Corned and roast beef, No. 1/2	—
Corned and roast beef, No. 1	4.25
Corned and roast beef, No. 2	8.25
Corned and roast beef, No. 6	30.00
Corned beef hash, No. 1/2	—
Corned beef hash, No. 1	—
Hamburger steak and onions, No. 1/2	—
Hamburger steak and onions, No. 1	—
Vienna Sausage, No. 1/2	—
Vienna Sausage, No. 1	—

EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case	\$3.50
4-oz. jars, 1 doz. in case	6.75
8-oz. jars, 1/2 doz. in case	12.00
16-oz. jars, 1/2 doz. in case	21.00

BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@41.00
Plate beef	@40.00
Prime Mess Beef	@41.00
Mess Beef	@40.00
Beef Hams (220 lbs. to bbl.)	@—
Rump Butts	@43.00
Mess Pork	@50.00
Clear Fat Backs	@52.50
Family Back Pork	@50.50
Bean Pork	@40.50

LARD.

Pure lard, kettle rendered, per lb., tcs.	@29 1/2
Pure lard	@28 3/4
Lard, substitute, tcs.	@24 1/2
Lard compounds	@24 1/2
Cooking oil, per gal., in barrels	@22 1/2
Cooks' and bakers' shortening tubs	@29 1/2
Barrels, 1/2 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/2 c. to 1 c. over tierces	—

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	29 1/2 @31
Cartons, rolls or prints, 1 lb.	32 @34
Cartons, rolls or prints, 2 @5 lbs.	@33 1/2
Shortenings, 30 @60 lb. tubs	@26
Nut margarine, prints, 1 lb.	30 @31

DRY SALT MEATS.

(Boxed. Loose are 1/2 c. less.)	
Clear Bellies, 14 @16 avg.	@30.75
Clear Bellies, 18 @20 avg.	@30.50
Rib Bellies, 20 @25 avg.	@30.25
Fat Backs, 10 @12 avg.	@24.65
Fat Backs, 12 @14 avg.	@24.90
Fat Backs, 14 @16 avg.	@24.65
Extra Short Clears	@27.50
Extra Short Ribs	@27.50
Butts	@19.90

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	33 1/2 @34 1/2
Hams, 16 lbs., avg.	@34 1/2
Skinned Hams	@36 1/2
Calas, 4 @6 lbs., avg.	@27 1/2
Calas, 6 @12 lbs., avg.	@24 1/2
New York Shoulders, 8 @12 lbs., avg.	@26 1/2
Breakfast Bacon, fancy	@49 1/2
Dried Beef Sets	@40 1/2
Wide, 12 @14 avg., and strip, 6 @7 avg.	@42
Wide, 5 @6 avg., and strip, 3 @4 avg.	@44 1/2
Rib Bacon, wide, 8 @12 avg., and strip, 4 @6 avg.	@32

Dried Beef Insides	@42 1/2
Dried Beef Knuckles	@40
Dried Beef Outsides	@39
Skinned Balled Hams	@46
Regular Balled Hams	@37
Balled Calas	@51
Cooked Loin Rolls	@51
Cooked Rolled Shoulder	@37

SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set	@14
Beef export rounds	@18
Beef middles, per set	@26
Beef bungs, per piece	@14
Beef weasands	@ 8 1/2
Beef bladders, medium	@80
Hog casings, small, per doz.	@95
Hog casings, f. o. s., extra narrow	@95
Hog middles, per set	@20
Hog bungs, export	@21
Hog bungs, large	@15
Hog bungs, medium	@11
Hog bungs, narrow	@ 7
Hog stomachs, per piece	@10
Imported wide sheep casings	—
Imported medium wide sheep casings	—
Imported medium wide sheep casings	—

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Dried blood, per unit	7.00 @ 7.05
Hoof meal, per unit	6.40 @ 6.50
Concentrated tankage, ground	6.45 @ 6.55
Ground tankage, 11%	6.80 @ 6.85
Ground tankage, 9 and 20%	6.60 @ 6.65
Crushed tankage, 9 and 20%	6.35 @ 6.40
Ground tankage, 6% and 30%	42.50 @45.00
Ground raw bone, per ton	37.50 @40.00
Ground steam bone, per ton	30.00 @32.50

HORNS, HOOFS AND BONES.

Horns, No. 1, per ton	245.00 @255.00
Horns, black, per ton	75.00 @ 80.00
Horns, striped, per ton	75.00 @ 80.00
Horns, white, per ton	85.00 @ 90.00
Flat shin bones, 40 lbs., av. per ton	80.00 @ 85.00
Round shin bones, 38-40 lbs., av. per ton	80.00 @ 85.00
Round shin bones, 50-62 lbs., av. per ton	90.00 @ 95.00
Long thigh bones, 90-95 lbs., av. per ton	165.00 @170.00
Skulls, jaws and knuckles, per ton	45.00 @ 50.00

LARD.

Prime, steam, cash	@26.75
Prime, steam, loose	@26.10
Leaf	@26.25
Compound	22.50 @23.00
Neutral lard	29.50 @29.75

STEARINES.

Prime oleo	@23
Tallow	@21
Grease, yellow	17 1/2 @17 1/2
Grease, A white	20 1/2 @20 1/2

OILS.

Oleo oil, extra	@27
Oleo oil, No. 2	@26
Oleo stock	22 1/2 @23
Linseed, per gal.	1.88 @1.90
Corn oil, loose	14 1/2 @16
Soya bean oil, seller tank, f. o. b. coast	15 1/2 @16 1/2

TALLOW.

Edible	20 1/2 @21
Prime country	20 @20 1/2
Packers' prime, loose	@20
Packers' No. 1, loose	@19
Packers' No. 2	15 1/2 @15 1/2

GREASES.

White, choice	20 @20 1/2
White, "A"	19 1/2 @19 1/2
White, "B"	17 1/2 @17 1/2
Bone, naphtha extracted	11 1/2 @12 1/2
Crackling	17 @17 1/2
House	15 1/2 @15 1/2
Yellow	16 @16 1/2
Brown	14 @14 1/2
Pigs' foot grease	20 1/2 @21
Garbage grease, loose	@13
Glycerine, C. P.	@60
Glycerine, dynamite	@44
Glycerine, crude soap	@40
Glycerine, candle	@46 1/2

COTTONSEED OILS.

P. S. Y., loose, Chicago	@20
P. S. Y., soap grade, f. o. b. Texas	19 1/2 @19 1/2
Soap stock, bbls., concn., 62 @65 f. a. Tex.	7 1/2 @ 8 1/2
Soap stock, loose, reg., 5% f. a. Tex.	@ 4 1/2

COOPERAGE.

Ash pork barrels, black iron hoops	2.10 @2.15
Oak pork barrels, black iron hoops	2.20 @2.25
Ash pork barrels, galv. iron hoops	2.30 @2.35
Red oak lard tierces	3.15 @3.20
White oak lard tierces	3.30 @3.35
White oak ham tierces	@4.00

CURING MATERIALS.

Refined saltpetre, granulated	27 @27 1/2
Refined saltpetre, crystals	31 @31 1/2
Double refined nitrate of soda, gran.	@ 6 1/2
N. Y. & S. F.	@ 7
Double refined nitrate of soda, crystals	@ 7
Sugar—	
White, clarified	@ —
Yellow, clarified	@ —
Plantation, granulated	@ —

F. O. B. Chicago.

Salt—	
Ashton, in sacks, 224 lbs.	—
Ashton, car lots, per sack	—
English packing, T. H. & Co., car lots, per sack	—
English packing, Cheshire, car lots, per sack	—
English packing, pure dried, vacuum, per sack	—
English packing, Liverpool ground alum, per sack	—
Michigan, granulated, car lots, per ton	8.70
Michigan, medium car lots, per ton	8.70

*Stocks exhausted.

Retail Section

CUT DOWN ON WRAPPING AND BAGS.

The war industries board has directed retail stores to discontinue the unnecessary wrapping of merchandise and to reduce their consumption of wrapping paper, bags, paper boxes, office stationery, to that which is absolutely necessary, because chemical pulp, formerly used in manufacturing papers, must go to the ammunition manufacturers.

BUTCHERS CANNOT WEIGH PAPER.

Retail meat dealers at Denver, Colo., have been warned by the Food Administration authorities there that they cannot weigh meat with the paper in which it is wrapped, but must give net weight of meat. The practice has been to lay the meat on the scale on a sheet of paper for sanitary purposes, weighing the paper with the meat. Hereafter the meat must be laid naked on the scale, or the paper must be weighed separately and the weight deducted.

HORSE MEAT AT ST. LOUIS.

Horse killing establishments have been in operation in St. Louis for the last two years. The business is prospering, in fact, is increasing, according to the report of the U. S. Bureau of Markets. There are two retail shops which handle this meat exclusively. They are located in sections of the city largely populated by foreign-born people, who were accustomed to this diet in their native homes.

One of the retailers claims his business has increased 300 per cent. in the last year. In addition to the retail shops, peddler wagons handling horse meat make daily rounds of foreign boarding houses, restaurants and hotels. Many colored people also are using horse meat, and some saloons are selling it at lunch counters.

In addition to supplying the local demand, one firm has been shipping this product to Chicago, Kansas City and Memphis, and owing to the present high cost of beef the animals at the St. Louis Zoo are being fed with horse meat. One of the local killers has a buyer located at the horse and mule market at East St. Louis.

While detailed figures by weeks are not available, as many as 65 horses have been slaughtered in one week by one of the establishments and 25 by the other. The many inquiries being made of the Municipal Meat Inspection Department of St. Louis indicate that interest in the substitution of horse meat for beef is increasing.

Comparison of current retail prices of beef and horse meat is as follows, the figures being furnished by the U. S. Bureau of Markets:

	Beef.	Horse.
Porterhouse	\$0.40	\$0.15
Sirloin .....	.35	.15
Round .....	.40	.15
Rib roast .....	.30	.12½
Chuck roast .....	.20	.10
Corn meat .....	.25	.12½
Fresh tongue .....	.28	.15
Smoked tongue .....	.38	.15
Fresh liver .....	.25	.07½
Hamburger .....	.25	.12½
Bologna .....	.25	.17½
Wieners .....	.25	.17½

WAR TIME ECONOMY FOR RETAILERS.

Merchants today are facing business conditions that are without precedent, as a result of the war. No business can be successfully carried on along the old lines. It must be adjusted to meet existing conditions. The merchants of the United States have for the last few months been facing the same conditions and struggling to solve the same vital problems that have been met and overcome by the merchants of Canada and England in the last four years.

The Commercial Economy Board asks the stores of this country to conserve man power, materials and money, and to stop waste wherever it may be found. The things the Government asks the stores to save and stop are the products of old, slow, wasteful methods. They are the very things that the English and Canadian Governments asked the merchants of their countries to stop four years ago.

Merchandise, overhead and operating expenses have gone up, and will increase still further. In order to maintain normal profits, it is necessary to cut down expenses as far as possible, stop losses, avoid lost motion, eliminate waste, and work faster. No store can hold on to the old, worn-out methods and operate at the speed that is required by the present day conditions.

The war has called thousands of trained help out of the stores; the new help is untrained. At the very time that the Government is spending billions of dollars and everybody has work and money so that business is unusually good, merchants have not enough trained help to handle their trade.

That is the present problem of the merchant. How can he carry on business more efficiently than ever before, meet bigger business with less help, and avoid all waste? On the way he solves this problem depends not only the extent to which he will benefit by the coming time of general prosperity, but whether or not he can with justice feel that he is doing all in his power to help win the war.

This matter is of vital importance to the merchant. He owes it to himself as well as to his country to make certain that neither his time, goods, nor money are wasted. If he is to actively co-operate with our Government in this crisis and at the same time benefit himself, he must conserve labor, eliminate waste, and speed up his business. He can only achieve these results by having a more efficient system than he has heretofore used.

There are two ways of learning—by experience and observation. The least expensive is to profit by the experience of others. The merchants of Canada and England found but one solution to this problem. That same solution has been found by progressive merchants of America. That is, labor-saving machinery that will do the work of human hands. But labor-saving machinery to do the work of human hands in a store must be able to do automatically a good many things that require both physical and mental effort on the part of clerks.

The cash register answers the requirements. Many merchants have stated that only through the use of cash registers were they able to continue to do business at a profit. Stores that have cash register equipment have found it easier to meet the requests of the Government.

With cash registers the clerk-wrap plan can be followed by department stores. This largely does away with the need of cashiers and wrappers. The register enables clerks to make more sales. It reduces deliveries. It helps to increase business without increasing the operating force. It makes every motion count and speeds up the whole organization. It makes it possible for the stores to operate with fewer clerks. It gives quick service, which increases "takes" and decreases deliveries. It saves clerical supplies and delivery supplies. It cuts down clerical work.

Cash registers do almost everything in their particular line except talk. They help to make first-class clerks out of poor ones. They are so simple to operate that even an inexperienced clerk can make correct records by simply pressing the keys. The registers show how much business the clerks do, how many people they serve, and how big their sales are. They not only make clerks quick, careful and reliable, but they are themselves mechanical clerks. They enable stores to operate with less help, handle a greater rush of business and yet give good quick service.

The clerks have fewer steps to take; they do not have so much writing to do; they can make two sales where before they made one. These are some of the reasons why merchants who are anxious to comply with the Government's request to conserve man power, materials, and money and to stop waste, have found their greatest assistance in cash registers.

GIVING AND LENDING.

Stop saying you've given your cash to aid.

When you haven't GIVEN a cent;

All that for Liberty Bonds you paid

Was not GIVEN at all, but LENT.

You have LENT some money to stay the storm.

So in safety you still may live;

The boys who are wearing the uniform

Are the fellows who really GIVE.

They're giving their all till the war shall end;

You're doling a bit at a time;

It may pinch a little when cash you lend,

But their sacrifice is sublime.

They go into battle, nor count the cost

As the murderous foe they face;

You count your investments—there's nothing lost.

And the interest grows apace.

Don't be so complacent—'tis not worth while;

Stop patting yourself on the back.

Doing "your bit"? Why, you add to your pile

With each page of the almanac!

Doing your bit with the money you lend,

At a price, to your Uncle Sam!

You're helping yourself when you aid extend,

But the GIVING is all a sham.

Lend till it hurts, if it's all you can do;

Don't stop at what you can "afford;"

Lend till you feel that you're in the war too;

Your conscience will be your reward.

Cut out your comforts, get down to hard pan,

Take heed of the crumbs and the scraps.

Lend every cent that you possibly can,

And then you'll have GIVEN, perhaps.

—N. A. Jennings in N. Y. Herald.

LOCAL AND PERSONAL.

Harry C. Walker, of Charleston, S. C., will open a meat market in Orangeburg, S. C.

Jacob Forst, a retired meat dealer, died at his home in Kingston, N. Y.

The Public Meat Market will open at 60 East Main street, Middletown, N. Y.

C. E. Simmes has purchased the meat market in Cameron, W. Va., formerly conducted by J. A. Robinson.

The City Point Meat Market, City Point, Va., has been incorporated with a capital stock of \$5,000 by Henry Sherman, president, and W. H. Harnsberger, secretary and treasurer, both of City Point.

The meat market in Clinton, Mass., conducted by L. B. Ball has been closed.

Morris Zermatten, 31 years old, proprietor of the Johns Meat Market, Little Rock, Ark., drowned while in swimming.

The Co-operative Grocery & Meat Market on West Broadway, Lincoln, Ill., is to be enlarged.

L. J. Zenthoefer, formerly in the meat department of the Colorado Supply Co., has opened the Commercial Market at 401 North Commercial street, Trinidad, Col.

The meat market of Albert Waleh at Two Rivers, Wis., has been burglarized.

S. J. Poucher has purchased the meat market of D. N. McDonald in Kalkaska, Mich.

Mrs. George Frischke will conduct the meat market in Owasso, Mich., during the absence of her husband, who has gone to war.

Adam North has reopened the old City Meat Market, Glasgow, Mont., on a cash basis.

J. P. Jones has engaged in the meat business at Lebo, Kan.

Albert Benignus has decided to open a meat market in the old Broadway market stand, Abilene, Kan.

V. E. Crocker has succeeded to the meat business in Wellsville, Kan., of Alt & Crocker.

The White Star Market, Nowata, Kan., has been incorporated by J. J. Bryant and others.

David Dickey is arranging to engage in the meat business at Douglas, Neb.

A meat market has been opened in Highland, Iowa, by Charleston Cartertoon.

Albert Fontaine opened a meat market at Libby, Mont.

A meat market has been opened in Sykeson, N. Dak., by S. J. Strong.

The meat and grocery market in Redwood Falls, Minn., conducted by M. G. Hirmer has been sold to E. B. Hegeley & Son.

C. Meier sold the meat market in Chilton, Wis., to C. Sturm.

J. M. Bishop has disposed of his meat market in Ragan, Neb., to G. W. Krause.

Sayler Bros. sold out their meat business in Underwood, N. Dak., to Cassius Trayer.

Fenske & Foelker will open a wholesale and retail meat market in Gillett, Wis.

Gus Gullisckson sold out his meat market in Palmyra, Wis., to M. J. Goss.

Holdren & Son opened a meat market in Michigan, N. Dak.

D. O. Norman and J. E. Woodward opened a meat market in Chester, Neb.

M. O. Rustad bought a meat market in Speier, Minn.

L. S. Smith has sold out his meat market in West Point, Neb., to Claude Hall.

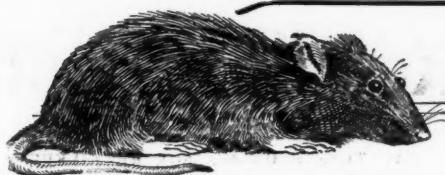
J. O. Jones has sold out his meat business in Chester, Neb., to D. C. Norman and J. E. Woodward.

W. L. Haskins has sold out his meat market in Atlanta, Neb., and it will be opened under new management.

H. T. Lake has engaged in the meat and grocery business at Manganese, Minn.

W. G. Buhler has sold out his meat and grocery business in Merrill, Wis., to the Thielman Meat & Grocery Co.

The People's Market & Grocery Co., Portland, Ore., has closed its branch at Sunny-side.



RID-of-RATS

The only Exterminator of Rats and Mice that can be used where Food is manufactured or stored and requires no mixing or musing.

NON-POISONOUS

No dead bodies found on the premises, because the Rodents after taking Rid-of-Rats will run until death if an avenue of escape is left open. Millions are using it. Thousands of unsolicited testimonials from all trades and farmers. Patented and in use over six years. Price, \$1.00 per lb. in bulk, or \$1.80 per dozen 15c. boxes. If not carried by your dealer write direct to the Patentees and Sole Manufacturers.

BERG & BEARD MFG. CO., Inc. 100 Emerson Place
Southern Distributing Agency W. L. Crawford, Lexington, N. C. Brooklyn, N. Y.

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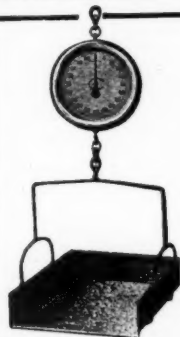


Never in the history of any business has it been more important to buy the very best than in the present times. Our Hide Brooms are especially made for sweeping Hides.

References: The largest Packing Houses in the U. S. and Canada.

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THERMOSEAL SCALES

have little or no vibration. Improved construction has made this scale rapid, reliable and thoroughly accurate regardless of temperature changes. Special regulating device keeps the scale in constant accurate adjustment.

Send for literature regarding the Thermoseal Scale.

JOHN CHATILLON & SONS

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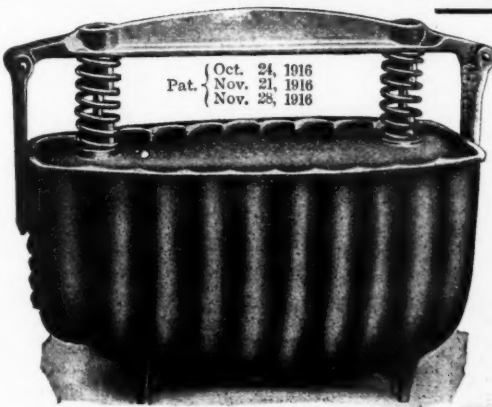
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REASONABLE PRICES
FOR
PROMPT SHIPMENT

JOHNSON-MORSE CAN COMPANY
WHEELING, WEST VA.

The Adelmann Aluminum
HAM BOILER

produces a cordless ham of perfect shape with centre cut from the beginning, of higher flavor and more nutritious qualities. It reduces shrinkage in boiling up to 10%. Can be handled by any hand.

Ham Boiler Corporation
640 Morris Park Ave.
NEW YORK

New York Section

J. D. Little, of the North Packing Company, Boston, was in New York last week.

Vice-President V. D. Skipworth of Wilson & Company was a New York visitor last week.

General Superintendent W. B. Farris of Morris & Company was in New York last week.

O. M. Patterson, of the hotel department of Swift & Company, Chicago, was in New York this week.

Swift & Company's sales of beef in New York City for the week ending September 28, 1918, averaged as follows: Domestic beef, 18.48 cents per pound.

At their meeting last week the Brooklyn Master Butchers' Association decided to omit their annual ball this year, because of the war. They are very busy just now pushing the Fourth Liberty Bond campaign.

W. W. Bowers, general superintendent of Wilson & Company's larger plants, was in New York during the week. Mr. Bowers succeeds Jacob Moog, who has been made a vice-president of the company, in charge of plant operation.

There will be no civic division in the Liberty Day parade next Saturday, October 12, as the parade will be strictly a war organization affair. But the meat trade will have

plenty of opportunity to push Liberty Bond sales during the ceremonies.

General Branch House Manager J. I. Russell, of Wilson & Company, was in New York during the past week. W. A. Lynde, of Wilson & Company's beef department at Chicago, and W. E. Sugrue, of the offal department, were other New York visitors.

E. R. Adler, president of the National Supply & Equipment Company of Chicago, was in New York this week. Mr. Adler has been devoting his spare time to war work as director of the Farm Labor Bureau of the Illinois Council of Defense, and is looking for still more war work.

Herman C. Zaun, the famous meat broker, is boosting the packers' convention, as usual. He will head a personally conducted party to Chicago, and those who want to go had better see him quick. B. Meier, Louis Frank, George Kern, George Schmidt, Sam Stretch and others are already in the party. If you want to belong to Herman's "bunch," 'phone him early at his office in the Produce Exchange.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 28, 1918, by the New York City Department of Health: Meat—Manhattan, 333 lbs.; Brooklyn, 8,709 lbs.; total, 9,042 lbs. Horse Meat—Brooklyn, 5,460 lbs. Fish—Manhattan, 30 lbs.

Poultry—Manhattan, 429 lbs.; Brooklyn, 5 lbs.; total, 434 lbs.

The growth of a business is due to the character of its representatives as well as to the quality of its product. The Missouri Butterine Company of St. Louis has on its staff Louis E. Niehouse, traveling representative, whose territory is only bounded by the two oceans, Canada and South America. He is a man of big ideas, and accustomed to big business. Under his capable management the business in his territory is rapidly growing, and the Eastern territory is humming. The successful business man of to-day must be a clean-cut, honorable gentleman, whose first duty is to his firm, and the next to his trade, and when the firm is properly represented and price and quality are O. K., it goes without saying that it's the right man in the right place.

FOOD BOARD "FAIR" MEAT PRICES.

The Federal Food Board in New York this week issues the following list prices which it says the consumer should pay, on a "cash and carry" basis, at retail meat shops in New York City:

	From Medium Steers.	From Good Cows.
Beef—	Per lb.	Per lb.
Sirloin, untrimmed	36-41c.	25-29c.
Top round	40-45c.	29-33c.
Bottom round	38-43c.	27-31c.
Pot roast	37-42c.	26-30c.
Stew beef	30-35c.	19-23c.
Rib roast prime	34-39c.	23-27c.
Rib roast chuck	29-34c.	18-22c.
Chuck steak	24-26c.	20-24c.
Kosher Beef (Choice Steers)—		
Flank		28-32c.
Soup meat		29-31c.
Chuck steak		32-34c.
Shoulder steak		34-36c.
Rib steak		31-33c.
Breast, 1st cut		35-37c.
Breast, 2d cut		34-36c.
Lamb—		
Leg of Lamb		26-28c.
Stew lamb		19-21c.
Pork—		
Smk'd hams (unwrapped), 8-14 lbs.		37-38c.
Smk'd shoulders (picnics), 2½-7 lbs.		28-30c.
Heavy loin pork (frozen)		38-39c.
Light loin pork (frozen)		41-42c.
Bacon (unwrapped)		50-52c.

MEAT INSPECTION CHANGES.

Recent changes in the Federal meat inspection service are reported as follows:

Meat inspection inaugurated.—*Southern Serum Co., West Plains, Mo.; Harry Manaster & Bro., West Fortieth Street and Packers Avenue, Chicago, Ill.

Meat inspection withdrawn.—Cudahy Packing Co., Jersey City, N. J.; Cincinnati Delicatessen Supply Co., 217 Walnut street, Cincinnati, Ohio; the Fostoria Provision Co., Fostoria, Ohio; Armour & Co., Racine, Wis.

Meat inspection temporarily suspended.—Merrell-Soule Co., Syracuse, N. Y.

Meat inspection reinaugurated following suspension.—Royal Packing Co., Adams street and Osage avenue, Kansas City, Kan.; The Crown Churning Co. (Inc.), 105 Pavilion avenue, East Providence, R. I.; The Stokes-Frantz Canning Co., 194 West Dakota street, Denver, Colo.; Walker Properties Association, 502 West 3d street, Mail, 301 West 4th street, Austin, Texas.

*Conducts slaughtering.

WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the U. S. Department of Agriculture:

MONDAY, SEPTEMBER 30, 1918.					
Fresh beef, Western dressed:					
Steers:					
Choice	\$28.00@29.00	\$28.00@29.00	\$25.00@28.00	\$28.00@	
Good	25.00@27.00	26.00@27.00	25.00@28.00	24.00@26.00	
Medium	22.00@23.00	20.00@24.00	19.00@22.00	20.00@24.00	
Common	20.00@21.00	15.00@18.00	16.00@18.00	17.00@20.00	
Cows:					
Good	17.50@19.00	18.00@20.00	18.00@19.00		
Medium	15.00@16.00	15.00@17.00	16.00@18.00	17.00@20.00	
Common	14.50@15.00	14.00@15.00	14.00@16.00	15.00@17.00	
Bulls:					
Medium	14.00@15.00	14.00@15.00	15.00@16.00		
Common	13.50@14.00	13.00@13.50	13.00@14.00		
Fresh lamb and mutton, Western dressed.					
Lambs:					
Choice	24.00@26.00	26.00@27.00	25.00@28.00	28.00@30.00	
Good	23.00@24.00	25.00@26.00	23.00@24.00	26.00@28.00	
Medium	22.00@23.00	24.00@25.00	21.00@22.00	24.00@26.00	
Common	20.00@22.00	22.00@23.00	20.00@21.00		
Yearlings:					
Good	21.00@23.00				
Medium	18.00@20.00				
Common	15.00@17.00				
Mutton:					
Good	18.00@19.00	18.00@20.00	19.00@20.00		
Medium	16.00@17.00	16.00@18.00	16.00@18.00		
Common	14.00@15.00	12.00@15.00	14.00@16.00		
WEDNESDAY, OCTOBER 2, 1918.					
Fresh beef, Western dressed:					
Steers:					
Choice	28.00@28.50	24.00@26.00	29.00@30.00	28.00@	
Good	25.00@27.00	17.00@21.00	24.00@28.00	24.00@26.00	
Medium	22.00@22.50	14.00@16.00	18.00@22.00	20.00@24.00	
Common	20.00@21.00		15.00@18.00	16.00@20.00	
Cows:					
Good	18.00@19.00	17.00@18.00	17.00@18.00		
Medium	15.50@16.50	14.00@16.00	15.00@16.00	17.00@19.00	
Common	14.75@15.00	12.00@14.00	13.00@14.00	14.00@16.00	
Bulls:					
Medium	14.00@14.50	14.00@14.50	14.00@15.00		
Common	13.00@14.00	12.00@12.50	13.00@13.50		
Fresh lamb and mutton, Western dressed:					
Lambs:					
Choice	24.00@25.00	22.00@24.00	24.00@27.00	28.00@30.00	
Good	23.00@24.00	21.00@22.00	22.00@24.00	26.00@28.00	
Medium	22.00@23.00	20.00@21.00	20.00@22.00	24.00@26.00	
Common	20.00@22.00	15.00@18.00	17.00@20.00	22.00@24.00	
Mutton:					
Good	18.00@19.00	16.00@18.00	18.00@19.00		
Medium	16.00@17.00	15.00@16.00	15.00@17.00		
Common	14.00@15.00	10.00@14.00	13.00@14.00		

Liberty Loan Campaign Opens With a Rush

The Fourth Liberty Loan campaign in the meat and allied trades in Greater New York opened this week with a rush. General Chairman Walter Blumenthal had his campaign well organized, and no time was lost in getting it going. The sub-committees in each division of the trade got busy at once, and the outlook at the close of the first week was for a record-breaking drive.

The authorities have given the Meat and Allied Trades Committee a heavier task than ever before. In the last campaign the trade in Greater New York reported subscriptions of \$1,800,000. For the Fourth Loan the trade was allotted no less than \$4,000,000 to raise, and they have gone at it as if they meant to do it. It is a big sum, under the circumstances, but Chairman Blumenthal and his co-workers expect to go "over the top" before the end of the campaign. In the first three days of the drive subscriptions secured by the required deposit were reported to the extent of over \$600,000, which is an encouraging sign.

All the sub-committees are hard at it. The Branch House Committee, under Chairman A. C. Dean of Swift & Company, has organized an army of salesmen which includes every packers' salesman and branch house cashier in Greater New York, and they are doing great work. One Italian butcher who went into Armour's Fort Greene house in Brooklyn the other day to pay his bill was so overcome by the eloquence of the cashier that he went out and got the cash for a \$1,000 bond, which he paid for outright. All salesmen and cashiers are doing this sort of work, and it is bound to total big results.

The central office organizations and every branch house of both Swift and Wilson & Company reported 100 per cent subscriptions before the second day of the campaign was over. Other packing organizations report similar results. J. Ogden Armour wrote as follows to every person on the Armour roll: "No Armour employee is 100 per cent loyal to Armour & Company unless he buys bonds!"

The Stevenson Trap

for overhead tracks works positively up and down with the motion of the door. Can't be hit by trolley. Fits track snugly. Send for Booklet A, giving full description of all Stevenson Doors.

Stevenson Cold Storage Door Co.
1500 W. 4th St., Chester, Pa.

Tallow, Grease, Stearic Acid
Vegetable Oils, Chemicals
Cotton Seed Soap

J. C. FRANCESCONI & CO.
EXPORTERS, IMPORTERS and
MANUFACTURERS' AGENTS
HOME OFFICE

25 Beaver Street NEW YORK, N. Y.
Cable Address: "HENFRAN," N. Y.
(All standard codes used.)
327 SO. LA SALLE ST. CHICAGO, ILL.

National President Charles Grismer of the United Master Butchers of America is conducting the retail butchers campaign here. He speaks at meetings every day and evening, and is following up the New York branch organizations in thorough style.

The Washington Marketmen's Association got warmed up early. Chairman William Minder of this committee presided at a meeting in the Market on Wednesday afternoon at which the sum of \$50,000 was subscribed within an hour and a half. Dr. Mabardi of France, Chairman Walter Blumenthal and Vice-President Taylor of the Coal & Iron National Bank were the speakers. This sub-committee is still going strong.

Chairman Joseph Di Santi of the Italian Butchers Committee and Secretary John M. Halk of that committee are hard at work and

expect to canvass their trade more thoroughly than in any previous campaign. Secretary Halk has started sub-committees through every borough, and nobody will be overlooked. "More power" is his slogan. The Kosher butchers are also planning mass meetings on both East and West sides.

Chairman Blumenthal again emphasizes the fact that it is the duty of everyone connected with the trade to make their subscriptions through the trade committees. Bank where you please, but credit the Wholesale and Retail Meat Trades Committee with your subscription, and report it to committee headquarters, No. 7 East Forty-second street.

NEVER LAID UP IN TEN YEARS.

Ten years ago E. L. Hobbs, proprietor of the National Pop Corn Works at Lynn, Mass., bought the first Federal truck ever sold. It has never been in a service shop nor laid up for repairs, and only stopped once on the road, and that because of a punctured tire. It is still working.

Super Service

You doubtless realize the important relation of sanitary conditions to your business, but do you know how much a special cleaning material can assist you to obtain these conditions?

When you observe the pure, wholesome, sanitary cleanliness produced by the use of

Wyandotte
Sanitary
Cleaner and Cleanser

and consider the saving of time and labor so peculiar to the use of this cleaner you begin to realize to what extent this feature can assist you.

But this is not all, for Wyandotte Sanitary Cleaner and Cleanser is non-saponifying and harmless; two qualities in themselves sufficient to repay you for selecting and using it. You will also observe how it does a greater amount of cleaning in comparison to the quantity used, and furthermore how it surpasses in the number of uses to which it can be easily and profitably put.

Your supply man will fill your order for this cleaner on our money back guarantee.

It Cleans Clean.

THE J. B. FORD CO.

Sole Manufacturers

Wyandotte,

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Indian in circle



in every package

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers	\$9.00@17.25
Stage and oxen	—@—
Bulls	6.00@10.00
Cows	4.00@10.00

LIVE CALVES.

Live calves, fair to prime	\$17.00@21.00
Live calves, grassers	@ 7.50
Live calves, Western	@ 10.00
Live calves, culls, per 100 lbs.	@ 12.00

LIVE SHEEP AND LAMBS.

Live lambs, common to fair	13.00@16.00
Live lambs, culls	11.00@12.00
Live lambs, yearlings	@ —
Live sheep, common to prime ewes	7.00@11.00
Live sheep, culls	@ —

LIVE HOGS.

Hogs, heavy	@ 20.25
Hogs, medium	@ 20.50
Hogs, 140 lbs.	@ 20.50
Pigs	@ 20.00
Roughs	@ 17.75

DRESSED BEEF.

CITY DRESSED.

Choice native heavy	28½ @ 30
Choice native light	28 @ 29
Native, common to fair	22 @ 27

WESTERN DRESSED BEEF.

Choice native heavy	28 @ 30
Choice native light	28 @ 29
Native, common to fair	25 @ 25½
Choice Western, heavy	26 @ 26½
Choice Western, light	22 @ 23
Common to fair Texas	20 @ 23
Good to choice heifers	20½ @ 27½
Common to fair heifers	22½ @ 23
Choice cows	18 @ 19
Common to fair cows	15 @ 16
Fresh Bologna bulls	13 @ 16½

BEEF CUTS.

	Western.	City.
No. 1 ribs	@ 38	35 @ 38
No. 2 ribs	@ 32	32 @ 34
No. 3 ribs	@ 34	30 @ 31
No. 1 loins	@ 38	40 @ 42
No. 2 loins	@ 32	34 @ 36
No. 3 loins	@ 34	28 @ 33
No. 1 hinds and ribs	33 @ 36	34 @ 36
No. 2 hinds and ribs	30 @ 32	30 @ 33
No. 3 hinds and ribs	27 @ 30	26 @ 29
No. 1 rounds	@ 28	@ 29
No. 2 rounds	@ 22	@ 28
No. 3 rounds	@ 18	@ 27
No. 1 chucks	@ 23	@ 25
No. 2 chucks	@ 18	@ 24
No. 3 chucks	@ 14	22 @ 23

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	30 @ 31
Veals, country, dressed, per lb.	@ 30
Western, calves, choice	@ 31
Western calves, fair to good	25 @ 27
Grassers and buttermilks	18 @ 24

DRESSED HOGS.

Hogs, heavy	@ 28½
Hogs, 180 lbs.	@ 28½
Hogs, 160 lbs.	@ 29½
Hogs, 140 lbs.	@ 29½
Pigs	@ 30

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	24 @ 25
Lambs, choice	23 @ 24
Lambs, good	22 @ 23
Lambs, medium to good	20 @ 27
Sheep, choice	21 @ 22
Sheep, medium to good	21 @ 22
Sheep, culls	15 @ 16

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@ 35½
Smoked hams, 12 to 14 lbs. avg.	@ 35
Smoked hams, 14 to 16 lbs. avg.	@ 34
Smoked picnics, light	@ 26
Smoked picnics, heavy	@ 25
Smoked shoulders	@ 26

Smoked beef tongue, per lb.	@ 38
Smoked bacon (rib in)	@ 40
Dried beef sets	42 @ 46
Pickled bellies, heavy	@ 38

FRESH PORK CUTS.

Fresh pork loins, city	@ 42
Fresh pork loins, Western	36 @ 38
Frozen pork loins	35 @ 37
Fresh pork tenderloins	@ 49
Frozen pork tenderloins	@ 49
Shoulders, city	@ 32
Shoulders, Western	@ 30
Butts, regular fresh Western	@ 34
Butts, boneless fresh Western	@ 38
Fresh hams, city	@ 38
Fresh hams, Western	@ 34
Fresh picnic hams	@ 27

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	92.50 @ 95.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	82.50 @ 85.00
Black hooft, per ton	75.00 @ 85.00
Striped hooft, per ton	75.00 @ 85.00
White hooft, per ton	90.00 @ 92.50
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.	170.00 @ 175.00
Horns, avg. 7½ oz. and over, No. 1's	225.00 @ 240.00
Horns, avg. 7½ oz. and over, No. 2's	150.00 @ 175.00
Horns, avg. 7½ oz. and over, No. 3's	100.00 @ 125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd	30 @ 35c.	a pound
Fresh steer tongues, untrimmed	23 @ 24c.	a pound
Fresh cow tongues	23 @ 24c.	a pound
Calves' heads, scalded	40 @ 70c.	apiece
Sweetbreads, veal	40 @ 100c.	a pair
Sweetbreads, beef	40 @ 40c.	a pound
Calves' livers	30 @ 30c.	a pound
Beef kidneys	20 @ 20c.	a pound
Mutton kidneys	20 @ 20c.	each
Livers, beef	18 @ 18c.	a pound
Oxtails	16 @ 16c.	a pound
Hearts, beef	16 @ 16c.	a pound
Rolls, beef	28 @ 28c.	a pound
Tenderloin beef, Western	30 @ 38c.	a pound
Lambs' fries	12 @ 12c.	a pair
Extra lean pork trimmings	25 @ 25c.	a pound

BUTCHERS' FAT.

Ordinary shop fat	7 @ 8
Suet, fresh and heavy	13 @ 13
Shop bones, per cwt.	25 @ 35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	•	•
Sheep, imp., medium wide, per bundle	•	•
Sheep, imp., medium, per bundle	•	•
Sheep, imp., narrow, per bundle	•	•
Hog, free of salt, tcn. or bbl., per lb. f. o. b. New York	@ 95	
Hog, extra narrow, selected, per lb.	@ 20	
Hog middles	@ 20	
Hog buns	@ 20	
Beef rounds, domestic, per set, f. o. b. New York	@ 14	
Beef rounds, export, per set, f. o. b. New York	@ 18	
Beef bungs, piece, f. o. b. New York	@ 14	
Beef middles, per set, f. o. b. New York	@ 26	
Beef weasands, No. 1s, each	@ 8½	
Beef weasands, No. 2s, each	@ 4	
Beef bladders, small, per dos.	@ 95	

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

	Whole.	Ground.
Pepper, Sing., white	31½	35½
Pepper, Sing., black	27½	29½
Pepper, Penang, white	—	—
Pepper, red	20	23
Allspice	12	14
Cinnamon	28	32
Coriander	12	14
Cloves	50	53
Ginger	23	26
Mace	60	65

CURING MATERIALS.

Refined saltpetre, granulated, bbls.	@ 27
Refined saltpetre, crystals, bbls.	@ 31
Double refined nitrate of soda, gran., f. o. b. N. Y. and S. F.	@ 6½
Double refined nitrate of soda, crystals	@ 7

GREEN CALFSKINS.

No. 1 skins	@ .57
No. 2 skins	@ .55
No. 3 skins	@ .32
Branded skins	@ .37
Ticky skins	@ .37
No. 1 B. M. skins	@ .55
No. 2 B. M. skins	@ .53
No. 1, 9½-12½ lbs.	@ 5.50
No. 2, 9½-12½ lbs.	@ 5.30
No. 1 B. M., 9½-12½ lbs.	@ 5.30
No. 2 B. M., 9½-12½ lbs.	@ 5.10
Branded skins, 9½-12½ lbs.	@ 4.00
Ticky skins, 9½-12½ lbs.	@ 4.00

No. 1, 12½-14 lbs.	@ 6.00
No. 2, 12½-14 lbs.	@ 5.75
No. 1 B. M., 12½-14 lbs.	@ 5.75
No. 2 B. M., 12½-14 lbs.	@ 5.50
No. 1 kips, 14-18 lbs.	@ 5.25
No. 2 kips, 14-18 lbs.	@ 5.00
No. 1 B. M., 14-18 lbs.	@ 5.00
No. 2 B. M., 14-18 lbs.	@ 5.75
No. 1 heavy kips, 18 lbs. and over	@ 6.75
No. 2 heavy kips, 18 lbs. and over	@ 5.50
Branded kips	@ 5.00
Heavy branded kips	@ 5.75
Ticky kips	@ 5.00
Heavy ticky kips	@ 5.75

DRESSED POULTRY.

FRESH CHICKENS.

Chickens—Fresh, dry-packed, 12 to box—Western, milk-fed, 17 lbs. to doz., per lb.	@ 45
Western, milk-fed, 18 to 24 lbs. to doz., per lb.	@ 45
Western, corn-fed, 17 lbs. to doz., per lb.	@ 43
Western, corn-fed, 18 to 24 lbs. to doz., per lb.	@ 43
Chickens—Fresh, feed, barrels—Western, milk-fed, 2 to 2½ lbs. per pair	@ 40
Western, milk-fed, 3 to 4 lbs. to pair	@ 40
Western, corn-fed, 2 to 2½ lbs. to pair	@ 37
Western, corn-fed, 3 to 4 lbs. to pair	@ 37
Virginia, milk-fed, 3 to 4 lbs. to pair	@ 40
Phila. and L. I. fancy, 2 to 4 lbs. pair	@ 50
Phila. 2 to 4 lbs. to pair, per lb.	@ 42

Other Poultry—

Squabs, prime, white, 10 lbs. to doz., per doz.	8.00 @ 8.25
Spring ducklings, Long Island, per lb.	@ 38
Fowls—Fresh—Boxes—Dry-packed, cornfed—Western, 60 lbs. and over to dozen	@ 35½
Western, 48 to 56 lbs. to dozen	@ 35
Western, 43 to 47 lbs. to dozen	@ 34½
Western, 36 to 42 lbs. to dozen	@ 33½
Western, 30 to 35 lbs. to dozen	@ 32
Western, under 30 lbs. to dozen	@ 31
Fowls—Fresh—dry packed—barrels—Western dry picked, 5 lbs. and over	@ 35
Southwestern dry picked, 3 to 4 lbs. each	@ 31½
Fowls—Fresh, barrels, feed—Dry picked, prime, 5 lbs. and over	@ 34½
Scalded, prime mixed weights	@ 34
Old Cocks—Fresh—Ice packed—Barrels—Dry-picked No. 1	@ 26
Scalded	@ 26½
Turkeys—Frozen—Fancy, young toms, per lb.	@ —
Fancy, young hens, per lb.	@ —
Fair to good, mixed hens and toms, per lb.	@ —

LIVE POULTRY.

Chickens, fancy, via express, per lb.	@ 26
Young roosters, nearby	@ 26
Fowls, old	@ 27
Roosters, old	@ 20
Turkeys	28 @ 28
Geese	25 @ 26
Ducks, via express or freight	31 @ 32

BUTTER.

Creamery (92 score)	@ 61
Creamery, higher (scoring lots)	61½ @ 62
Creamery, firsts	58½ @ 60½
Process, extras	50 @ 51
Process, firsts	48½ @ 49

EGGS.

Fresh gathered, extras	56 @ 57
Fresh gathered, extra firsts	54 @ 55
Fresh gathered, firsts	52 @ 53
Fresh gathered, seconds	49 @ 51
Fresh checks, good to choice	40 @ 41

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	@ 38.00
Bone meal, raw, per ton	@ 42.00
Dried blood, high grade	@ 7.30
Nitrate of soda—spot	@ 5.00
Bone black, discard, sugar house del. New York	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia	7.25 and 10c.
Garbage tankage	@ 10.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore	@ —
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos.	@ —
Lime	@ —
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	@ —
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%	@ 7.75
Sulphate ammonia, per 100 lbs. spot guar., 25%	@ 7.75

